

# THE NATIONAL Provisioner

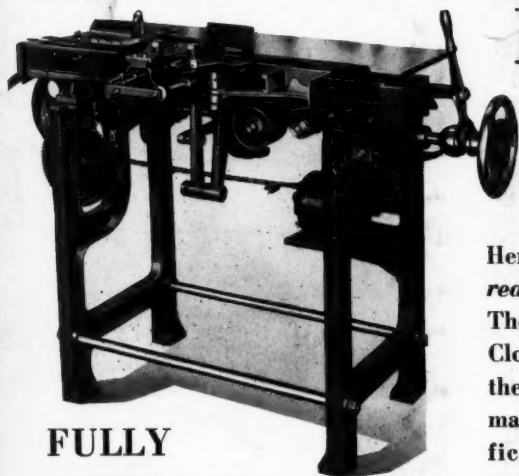
THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 86

APRIL 23, 1932

Number 17

## For Packers Who Insist On Extra Value— *and are keen for cutting costs!*



### FULLY AUTOMATIC

#### Requires No Operators!

The Junior Series Carton Folding and Closing Machine, with an average production of 35 to 40 cartons per minute, will save the labor of four girls working by hand. Labor savings alone soon pay for this remarkable machine! Use this efficient machine to substantially lower packaging costs.

Here is an unusual opportunity to effect *real* packaging economies in your plant. The new Junior Series Carton Folding and Closing Machine, used in conjunction with the Peters, Jr. Forming and Lining Machine, makes a complete unit that handles difficult packages with ease, speed and economy.

Priced at one-third the cost of standard models, this efficient machine is speedily adjustable to a wide range of sizes—there is *no* variation in size or shape, every carton is closed exactly alike.

The savings effected will soon replace



the small investment required. Full particulars are available without obligation. Write.

### The Peters Junior Series CARTON FOLDING *and* CLOSING MACHINE

PETERS MACHINERY CO., 4700 Ravenswood Ave., CHICAGO, ILL.

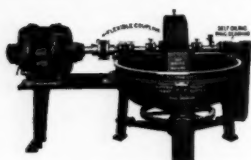
---

# A. D. LOFFLER, Jr., Inc.

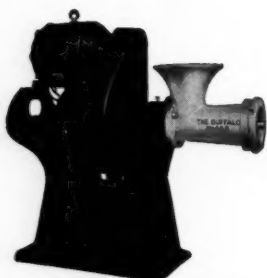
newly opened plant in WASHINGTON, D. C.

---

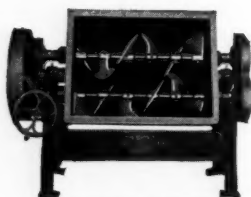
## *Sausage Room 100% equipped with* **"BUFFALO" Machines**



"BUFFALO" SILENT CUTTER



"BUFFALO" GRINDER



"BUFFALO" MIXER



"BUFFALO" STUFFER

**O**VER 25 years' experience in sausage making is behind the name Loffler.

You learn a lot about machinery in that time. Recently a new Loffler business was organized in Washington, D. C. Their new plant is the last word in modern equipment and facilities.

We are proud of the fact that the A. D. Loffler, Jr., Inc., Sausage Room is equipped 100% with "BUFFALO" Sausage Machines.

**I**N all parts of the country packers and sausage manufacturers are using "BUFFALO" Machines to reduce operating costs, lower overhead, and improve the quality of their product.

*Let us tell you how YOU  
can accomplish this!*

---

### JOHN E. SMITH'S SONS COMPANY

50 BROADWAY, BUFFALO, N. Y., U. S. A.

CHICAGO OFFICE: 4201 S. HALSTED ST.

---

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Copyright, 1932, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 86. No. 17

APRIL 23, 1932

Chicago and New York

## How Meat Packers Can Use the Census in Planning Ahead in Distribution

By Frederick M. Feiker\*

A very large proportion of the twelve thousand questions asked the staff of the Bureau of Foreign and Domestic Commerce every day has to do with sales.

While the importance of the service of answering these questions is partly nullified by attempting to generalize about them, in general it may be said that they indicate an increasing desire by scores of different businesses to know more about the needs and purchasing power of consumers and about the effectiveness of the sales and distributing organizations of industry and trade to match these marketing conditions.

It is trite to say that distribution questions are more important at the moment than production methods. Moreover, like every generalization, this statement is not completely true.

What business is seeking at the moment is to secure a balance between production and distribution, so that some ratio between volume, costs and profits may be determined in the individual business. This is not a new problem, but an old problem with many new factors.

In the past, the food industries in general have successfully met competitive problems of production, and there is every reason to suppose that our present difficult period of readjustment can be met

in that self-same pioneer spirit.

### Balancing Supply and Demand

There is this difference, however, it seems to me. Heretofore, we have accepted as a general truth that there has been a waiting market and an effective distributing system for anything we produce. Now we face the fact that changing tastes, new standards of values, more efficient production methods have to be sorted out to secure a balance between sales and manufacturing.

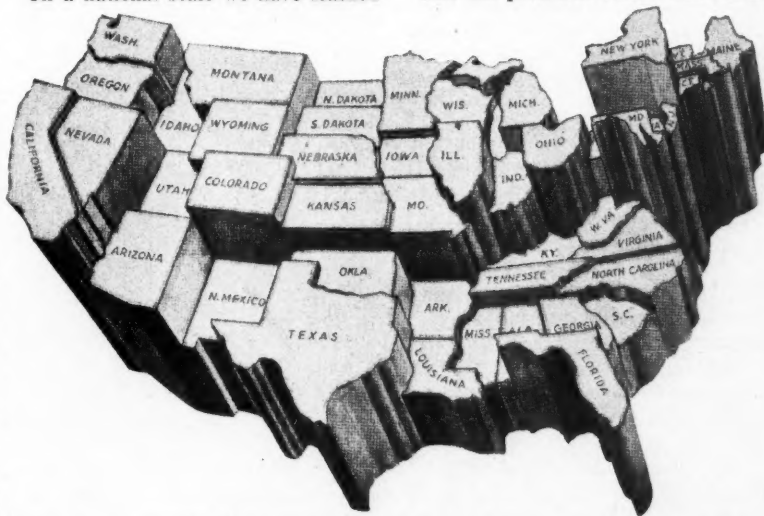
On a national scale we have learned

in the last few years to call this general approach to balanced supply and consumption by the term "economic planning." In industry and trade it is more practically stated as profitable manufacturing and sales control with social as well as economic objectives.

### Where Profits Can Come From.

It goes without saying that most industries and trades have suffered during the last five years from "volumitis." It has been too often assumed that the bigger the business the larger the profits.

Size has produced wastes and losses,



WHERE PER CAPITA RETAIL SALES ARE HIGHEST AND LOWEST.

Map of the United States made by the Department of Commerce showing the peaks and valleys of per capita retail sales. States with high per capita retail sales stand out in strong relief against those with low sales. New York and California have the same per capita sales—\$575—and stand up at the top of all states. Nevada is next with per capita retail sales of \$550. South Carolina is at the bottom of the list with per capita sales of \$171, with Alabama next at \$198. The other states range between these extremes. (Photo Harris & Ewing, courtesy Forbes Magazine.)

\*Director of the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce.



especially in concerns which have built their distribution plans on traditional ideas of what the consumer demands and have not analyzed facts as to what the distribution is actually turning out.

The more our present markets are being analyzed the more it appears that such old-fashioned ideas as sales quotas, turnover, dealer stock, and inventory control are still only names in the average business, and that *controlled costs and sales* are the only immediate answer to the problem of achieving profitable business.

#### Matching Wits with Facts.

In this aggressive war on wastes one of the new tools which is available to any individual business or any trade group is the Census of Distribution, taken by the Bureau of Census of the Department of Commerce.

Many of the significant facts in the field of food products are being published currently as a part of the Census of Distribution. The final state bulletins from the retail and wholesale census, which are now being released, contain what amounts to a detailed study of the agencies engaged in selling meat and meat products from the packer to the consumer.

Some business men who have judged the practical usefulness of this first national distribution census simply on the basis of the brief preliminary reports for cities and states published last year would do well to obtain copies of census reports number R-101, and R-62, and examine them carefully. These are the final bulletins on retail and wholesale trade, respectively, in the State of Connecticut, and a third gives number of stores and net sales in each county and each city of 10,000 population or over in the United States by principal business groups and selected kinds of stores, such as: "grocery, meat, and combination stores."

#### Picturing the Sales Territory.

The two reports for Connecticut are



#### DUG UP DISTRIBUTION FACTS.

Frederick M. Felker, Director U. S. Bureau of Foreign & Domestic Commerce, who explains the Census of Distribution for readers of The National Provisioner.

mentioned simply because that is the first state for which final reports are available on both the wholesale and retail trade. Any other state will do as well.

With these in hand any executive in the meat packing industry with imagination can make up a table which contains only the figures which interest him, and then have a clerk fill in this table as the other state bulletins are released.

By August or September, when it is expected all these reports will have been published, he will have a national picture by states, counties, and larger cities, of the agencies selling meats and related products. He will probably find that complete figures are available within the next few weeks for the territory in which he is most interested or

for several of his sales territories, and he can begin to use the figures to plan his sales efforts in those regions.

Many examples of the ways in which individual concerns are using figures already available to readjust their sales efforts are being brought to our attention in the Bureau of Foreign and Domestic Commerce.

#### Population Not Whole Story.

For example, out in San Francisco a manufacturer of a nationally-distributed food product had been dividing his sales force equally between two cities of approximately the same size, basing his action on population alone. Through the census of distribution he discovered that in one of these cities independent grocery stores were doing 63.6 per cent of the business and in the other only 33.1 per cent. The sales manager withdrew one of his salesmen from the city with the small independent store sales and concentrated his effort in the city doing the larger independent business.

Results in this case have been sufficient to lead to a general revamping of sales territories along lines suggested by the census "map"—if you care to call it that.

A large New England textile manufacturing plant felt that it was inadequately covering certain portions of its market in New York State.

Herewith began one of those amusing but sometimes bloody battles between research men and salesmen. The research department maintained, the sales department denied, that a considerably larger volume of goods should be sold in that territory.

When the figures for that territory in the census of distribution were made public, the research department found that stores handling their types of merchandise did an annual volume of about \$26,000,000. According to their experience in the trade they were getting less than the usual proportion of these sales. As the figures seemed to prove the case of the research department, the sales staff sent a special representative into the territory and within a few days opened several new accounts.

#### Necessary Details Shown.

This firm then began also to check its entire sales budget by the figures of the census of distribution. It is now showing its wholesalers and jobbers how to use such figures in analyzing their local markets.

That the figures upon which such actions have been based represent only a minor part of the information being developed by the census is evident from even a casual examination of the reports referred to previously.

The retail and wholesale reports give (Continued on page 26.)

KIND OF BUSINESS (Establishments classified by major lines of merchandise)	Number of establishments	NUMBER OF EMPLOYEES (Proprietors not included)			SALARIES AND WAGES	TOTAL EXPENSES (including salaries and wages)	STOCKS ON HAND, END OF YEAR (at cost)	NET SALES		SALES TO OUTSTANDING ACCOUNTS (at retail)	SALES TO INDEPENDENT CONSUMERS
		Total	Male	Female				Amount	Per cent of total		
<b>Food products (not elsewhere specified)</b>											
Confectionery and soft drinks	47	287	186	101	277,776	719,345	448,810	6,907,780	1.0	3,073,085	16,187
Confectionery	41	171	121	50	323,640	571,953	417,021	4,394,027	0.8	2,945,731	12,000
Soft drinks	10	38	20	18	54,136	147,392	31,789	403,753	0.0	227,354	1,187
Dairy products	29	330	212	118	694,826	1,943,087	267,358	18,277,546	3.5	16,771,827	1,505,719
Cheese	2	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)
Dairy products (general line)	27	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)
For cream	2	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)
Milk and cream (fluid)	19	249	203	46	417,304	700,789	9,015	14,770,373	0.0	13,770,817	1,000,556
Poultry and poultry products	6	39	30	9	46,442	129,361	6,000	1,020,625	0.0	697,848	32,526
Eggs	4	21	18	3	30,396	46,466	4,461	472,284	0.0	1,085	1,085
Poultry	2	18	12	6	16,046	78,895	1,539	1,438,371	0.0	696,448	37,556
Dairy and poultry products	12	145	120	25	267,867	607,506	223,247	6,231,826	1.2	4,416,136	130,000
Fish and sea foods	21	261	201	60	348,916	577,849	138,743	977,097	0.0	430,443	1,000
Fruits and vegetables (fresh)	196	663	560	103	1,184,817	3,060,080	421,370	34,968,324	6.7	36,116,807	265,000
Fruits	19	57	52	5	86,867	150,277	126,405	4,575,817	0.0	2,150,786	1,415
Fruits and vegetables (general line)	83	1,036	833	203	1,077,950	2,909,803	297,436	36,126,399	13.0	33,911,278	855,844
Vegetables	9	47	47	0	19,706	32,646	6,495	266,117	0.0	166,367	62,735
Meats and meat products	81	1,015	866	149	1,881,087	3,458,043	1,267,375	66,866,018	12.8	65,598,361	21,000
Meats (fresh)	15	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)
Meats (cured)	17	45	40	5	128,741	267,271	66,807	14,200,400	0.0	1,406,629	62,735
Meats and meat products (general line)	65	965	826	139	1,752,346	3,190,772	1,200,568	52,665,618	10.0	54,191,732	21,000

#### SAMPLE OF DATA AVAILABLE IN STATE REPORTS.

In the above table the figure "per cent of total" indicates that 11.8 per cent of all sales at wholesale in Connecticut, the state to which these figures apply, were for meats and meat products, and that the value of these sales was nearly \$62,000,000. Other tables give additional information valuable to the meat packer in planning his sales territories.



# Pumping Water in the Meat Packing Plant

## *Institute Survey Shows Packers Should Know More About Use of Water in Their Operations*

Water is an important item in packinghouse operation.

Even though three-fourths of the surface of the earth is covered with water, it sometimes represents an appreciable part of the operating costs of the modern packinghouse.

Today, when the packing industry is making every possible effort to eliminate waste and reduce its operating costs to the minimum, the question of how to obtain its water supply in the most economical manner is being given serious consideration.

Plant superintendents are tightening up the faucets and cautioning employees that water waste must be avoided.

### Better Wells and Pumps

If water is obtained from a municipal source, packers are investigating the advantages of a privately-owned supply. They are inquiring into the various types of wells and pumps.

They are asking "How can the volume of water used in a packing plant be reduced? How can rigid economy be effected?"

Not long ago a member company of the Institute of American Meat Packers found that during six months its water rates from the municipal plant had been increased from 6c per thousand gallons to 16c per thousand gallons, an increase of almost 300 per cent.

Such a substantial increase started this packer to wondering about the general experience of the industry. So he wrote to the Department of Packinghouse Practice and Research of the Institute and asked for some information about the situation.

### Made an Investigation.

That inquiry caused the department, of which Henry D. Tefft is director, to conduct an investigation of the various phases of the problem of the water supply in the packinghouse. Such action on the part of the department represents one of the many services by which it cooperates, assists and advises member companies of the Institute in the solving of perplexing problems.

Mr. Tefft reported the results of the survey at a recent Institute meeting.

As a preliminary step the department obtained general statistics on municipal water rates from the American Water Works Association. These figures were compiled for the purpose of comparison with local rates in particular localities.

In commenting upon this phase of the study, Mr. Tefft pointed out that not much could be done to lower costs when water was purchased from a municipality. But where there was an additional cost for pumping city water through a plant from a reservoir or for raising the city water pressure, the selection of the right type of pumping equipment should be given careful consideration.

He suggested that the most popular types of pumps for this purpose were the centrifugal types, the size of which should be such as to give the maximum efficiency.

### Packers Pump for Economy.

The survey showed that many members of the Institute have found it advisable to drill wells on their property and to install pumping equipment as a measure of economy.

One member company cooperating with the department in the survey reported that its plant-owned supply

represented a saving of 2c per thousand gallons over the municipal rate in its locality. This company submitted statistical data that is interesting because it shows clearly the significant items of the cost of the privately-owned water supply.

COST OF PLANT PUMPING	
	Cost per 1,000 gals.
Power (2c per KWH)	.0466
Maintenance (3 years)	.0000
Depreciation: 10% on well, casing and pumping installation	.0489
Insurance, taxes, interest on investment	.0331
Total	.1286
Maximum cost of treatment with chlorine (8 lbs. chlorine at 10c a lb. for 1,000,000 gallons)	.0008
	.1294
City water costs for same amount	.1521
Savings per 1,000 gallons	.0227

There would be an additional cost if it were necessary to boost pressure above 40 lbs.

### Pumping Not the Only Cost.

In directing attention to these figures, the department points out that they clearly demonstrate how misleading it is to figure cost of well water on the basis of actual pumping costs only, because they form less than half the total costs.

"In this instance," the department says, "the final cost of \$.0286 per thousand gallons is figured on the use of five hours per day, which was by no means the maximum capacity. A larger use would, of course, reduce the unit cost as affected by the last two items. For example, twice the amount of water would reduce the cost about one-third. The conditions surrounding this installation tend to give costs on the high side, rather than the average costs for a plant supply."

The question regarding the reliability of the supply of water from plant wells is important and was considered from all angles by the department as follows:

"Wells in the past have often given considerable trouble. Here again with modern methods of installation of wells



PUMPING ECONOMY & EFFICIENCY.

Three major characteristics of the centrifugal pump—simplicity, reliability and efficiency—have caused packers to adopt it generally for pumping water in the meat plant. The pumps shown here supply water to the cooling tower. They have a capacity of 250 gallons per minute at a 60 ft. head. They are installed in small space that would not contain some other types of pumps of the same capacity.

very little trouble is experienced. Pumping equipment can be duplicated at very little additional cost per thousand gallons. On one installation this additional cost amounted to about 1½ cents per thousand gallons used. It is also often possible to maintain an emergency connection with the local city water system for a nominal charge.

"Any company considering the installation of a plant well must ascertain in advance whether the water available will be suitable for use in boilers and in processing. Some plants use a softer city water supply for boilers and well water for other purposes."

#### Packers Don't Know Costs.

The department was surprised to find that many companies which have plant wells had no definite idea of what the water was costing them.

These companies had no meters. Meters protect packers from waste in use of water, the survey shows. It is the department's feeling that this information is very valuable.

"It is conceivable," it states, "that in certain instances it might be cheaper to purchase water locally, or that the use of antiquated equipment might be occasioning excessive water costs and that equipment could be replaced to advantage with modern equipment. . . . The ultimate economy also depends to a large extent upon the construction of the well itself."

An interesting phase of the Department's survey of the water supply situation in the industry was its report about one well-drilling company that is prepared where conditions are favorable to drill wells on plant property, to install pumping equipment and sell water to the plant at savings over water purchased from local city systems,



PRACTICAL PLANT DOCTOR.

Henry D. Tefft, Director of the Department of Packinghouse Practice and Research, Institute of American Meat Packers, helps members with their operating problems.

giving an option to the plant to purchase the well equipment at any time desired. This company guarantees that where water is available, they can deliver water to a plant for 25 per cent less than demanded by a city.

#### Only One Institute Service.

The survey here reported represents one of the valuable services that members of the Institute of American Meat Packers may obtain from its Department of Packinghouse Practice and Research, which works under the guidance of several committees composed of men in the industry who are specialists in their respective fields.

(Continued on page 23.)

## Packer Institute Committees Act For the Industry

More than 35 standing committees, special committees and commissions are included in the committee structure of the Institute of American Meat Packers, according to a directory of officers, directors, committees, service departments and branch offices of the Institute of American Meat Packers just issued by president Wm. Whitfield Woods.

The directory discloses the fact that more than 325 individuals from the packing industry are participating in the work of the Institute through its committees. It may be of interest to direct attention to a number of men who,

for the first time, are serving as chairmen of particular committees.

#### New Committee Heads.

W. W. Shoemaker, vice president of Armour and Company, Chicago, is the new chairman of the Committee on Hides. E. J. Madden, also of Armour and Company, is chairman of the subcommittee on hide distribution methods of the Committee on Hides.

The name of E. G. James, of E. G. James Company, Chicago, appears as chairman of the Committee on Associate Membership.

F. M. Sherwood, of Armour and Company, this year heads the Commit-

tee on Live Stock Losses. S. W. Lund, of Swift & Company, has been appointed chairman of the Committee on Marketing Methods (Pork).

Two special committees of the Institute have been made regular standing Committees—the Committee to Study Live Stock Marketing Methods, of which W. T. Reneker, Swift & Company, Chicago, is chairman, and the Committee on Meat Standards, of which H. A. Russell, of Armour and Company, is chairman.

One of the important appointments of the year is the appointment of R. S. Sinclair, president of Kingan & Company, Indianapolis, Ind., as the National Councillor for the Institute in the Chamber of Commerce of the United States. T. G. Lee, president of Armour and Company, and Thomas E. Wilson, president of Wilson & Company, are announced as representatives of the Institute on the National Live Stock and Meat Board.

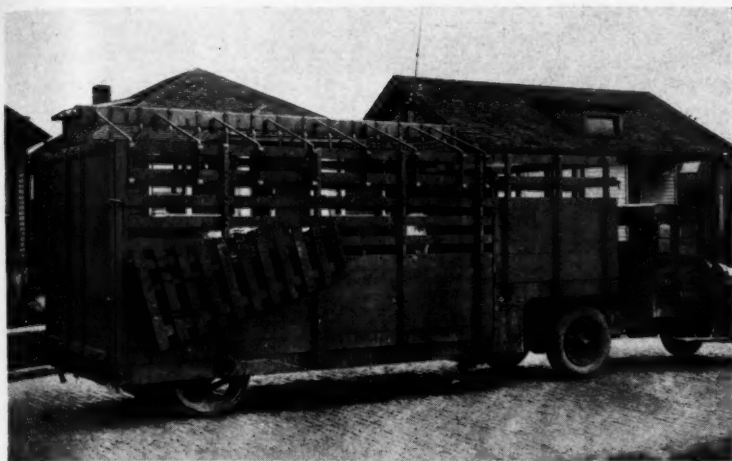
#### Trade Practice Code Judges.

As was announced some time ago, Oscar G. Mayer, president of Oscar Mayer & Co., Inc., Chicago, is chairman of the Committee on Interpretation and Appeal. Other members of this committee, which functions as a part of the plan for observance of the Code of Trade Practices of the American meat packing industry, include: T. P. Breslin, Standard Packing Company, Inc., Los Angeles, Calif.; B. C. Dickinson, of Louis Burk, Inc., Philadelphia, Pa.; George M. Foster, John Morrell & Company, Ottumwa, Iowa; I. M. Hoagland, Armour and Company, Chicago, Ill.; John R. Kingan, Kingan & Company, Indianapolis, Ind., and W. F. Schluderberg, the Wm. Schluderberg-T. J. Kurdle Company, Baltimore, Md.

Two new divisional chairmen of the General Regional Committee of the Institute are Chester G. Newcomb, Cleveland, chairman of Division II, and Joseph M. Emmart, Louisville, chairman of Division III. George N. Meyer is the new regional chairman of the Pittsburgh Region of Division II. H. W. McCall is the new regional chairman of the Tennessee region of Division III.

For the ninth consecutive year Thomas E. Wilson is chairman of the Institute Plan Commission. Vice chairmen of the Plan Commission are E. A. Cudahy, jr., of the Cudahy Packing Company, Chicago; B. C. Dickinson, Louis Burk, Inc., Philadelphia, Pa.; W. E. Felin, John J. Felin & Co., Inc., Philadelphia, Pa.; and T. Henry Foster, John Morrell & Company, Ottumwa, Iowa. Wm. Whitfield Woods, president of the Institute, is the executive secretary of the Commission.

(Continued on page 42.)



EASE OF LOADING AND UNLOADING A FEATURE.

Animals enter and leave the trailer over the tailboard which is lowered to provide the runway. Thirty-five hogs can be carried single deck, and the number doubled by the installation of an upper deck. A chain hoist operating on the rail above the body usually is carried to load stubborn or crippled animals.

## Trends in Packers' Livestock Truck and Trailer Designs

As direct buying of livestock by packers expands, and as transportation of livestock by truck grows, special types of vehicles are being developed to fit particular needs.

Live animals are bulky and require considerable space, and to keep the cost of transporting them low, particularly on long hauls, large trucks are necessary.

Trailers are coming into favor more and more in this service, for by their use the load can be practically doubled with little increase in the transportation expense per mile.

In some sections, particularly for hauling cattle, the truck-tractor and drop frame semi-trailer are popular. The advantage of this combination is ease of loading and unloading and a large carrying capacity at a smaller first cost than a truck of equal carrying capacity would cost.

### Truck Tractor and Trailer.

A combination of this kind is a truck-tractor with a capacity of 2½ tons and trailer with a capacity of 5½ to 7 tons. This trailer will carry 35 hogs single deck or 70 hogs double deck. Animals are loaded over the tail board, which is dropped to form the runway. A chain hoist operating on a rail over the trailer usually is carried to load stubborn and crippled animals.

The Superior Packing Co. trucks large numbers of cattle from the South

St. Paul Stockyards to its St. Paul plant in a truck train consisting of a truck and one trailer. This combination has a capacity of 30 animals—15 on each vehicle—and the train often makes as many as five round trips per

day, traveling a total distance of about 100 miles. The train is capable of speeds between 35 and 40 miles per hour with full load.

A 10-wheel truck and a 12-wheel trailer is also used in combination for livestock transportation. This is used principally for cattle and operates over a comparatively long distance. It has a capacity of two carloads of sheep or hogs and one carload of cattle.

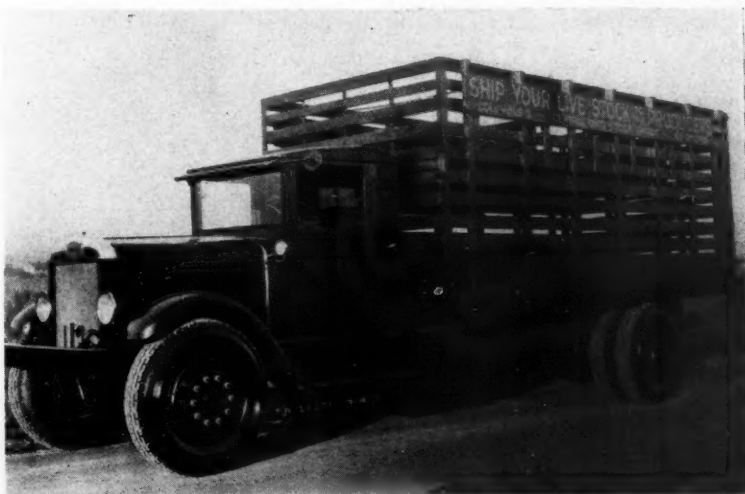
The trend in trucks for carrying hogs is definitely toward a long body. Here again trucks and trailers and truck-tractors and semi-trailers are generally favored. Similar designs are also being used for sheep.

Typical of design trend in vehicles for carrying hogs is the truck and trailer combination of the Illinois Meat Co., Chicago, Ill. This unit has an overall length of 46 feet and a carrying capacity of 21,000 lbs. of hogs. The semi-trailer is 30 ft. long and 8 ft. high. Sides are 4 ft. high.

A feature of this truck and trailer combination, despite its length, is the ease with which it can be handled. Its full turning radius, it is said, is less than that of the average passenger automobile.

### WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.



DOUBLE-DECK LIVESTOCK TRUCK BODY WITH NOVEL FEATURES.

Packers who operate livestock trucks will be interested in a number of details of construction of the body shown here. The body is 18 ft. long and 7 ft. wide, inside measurements, and will carry either cattle or small stock.

When it is used to haul hogs and sheep an upper deck arrangement extending approximately two-thirds the length of the body is mounted. In order to give sufficient headroom for the stock in the lower level removable extensions are attached along the top. The floor of the loading chute and the extension of the chute which reaches from the rear entrance of the body to the upper deck are carried in a space beneath the body. Hooks are provided along the side of the body to carry the loading platform side racks.

By using this double deck arrangement it is possible to carry from 90 to 100 sheep or hogs.

If cattle are hauled the double deck and extensions along the sides are removed. Just below the top, along the side of the body, two of the side rails are hinged at the upper height, so that cattle standing crosswise of the body extend their heads out over the side. The body is mounted on an Autocar chassis.



**KROGER PUSHES PIGGLY WIGGLY.**

Franchises for the operation of Piggly Wiggly stores in Chicago and other cities in the Great Lakes area held by the National Tea Co. have been taken over by Piggly Wiggly Corporation, which is a subsidiary of the Kroger Grocery & Baking Co. This affects 118 stores operated by National Tea in Chicago, Milwaukee, Minneapolis, St. Paul, Minn., Des Moines, Iowa, Rockford, Ill., Davenport, Iowa, South Bend, Ind., and smaller cities in Minnesota, Wisconsin, Illinois and Iowa.

A new corporation, Great Lakes Piggly Wiggly Company, with J. R. Peters as president, will be granted the Piggly Wiggly franchise for Chicago and surrounding territory, and Piggly Wiggly stores of the Master Deluxe type will be opened by the new company in the near future. Additional stores will be opened as rapidly as locations can be secured. The new franchise calls for a total of 250 stores in the territory.

Negotiations are under way for the Piggly Wiggly franchise for all of the other territory affected, and within a short time their latest modern type stores will be in operation there.

Piggly Wiggly Corporation is considering the leasing of space in the Chicago World's Fair for an exhibit of a thoroughly up-to-date, modern, self-service "food mart," demonstrating the economies in time, space and money of its type of scientific retail distribution. The corporation feels that the Chicago Fair in 1933 will probably be the outstanding means of demonstrating its business to the nation.

**CHAIN STORE SALES.**

Sales of the Great Atlantic & Pacific Tea Co. for the five weeks ended April 2 totaled \$88,912,192, a decrease of 15.11 per cent from those of the 1931 period. March tonnage sales were estimated at 520,198 against 552,825 last March, a decline of 5.9 per cent.

Gains were reported in the sales of First National Stores, Inc., from a tonnage standpoint, during the five weeks ended March 26. Dollar sales, however, were 5.67 per cent lower, totaling \$9,765,483.

American Stores Co. sales for the five weeks ended April 2 showed a decrease of 15.3 per cent, amounting to \$11,579,317. For the three months ended April 2, sales were \$30,854,444, 17.3 per cent less than those of the 1931 period.

**A. & P. BUYS AT HOME.**

Claiming that its stores constitute a "home industry," the Great Atlantic & Pacific Tea Co. carried two-page advertisements in Baltimore newspapers showing that the company bought \$16,000,000 worth of Maryland food products last year and that its total cash outlay for rents, salaries, taxes, etc., amount to \$3,000,000 more. Under these conditions the company laid the same claim to the title of home industry as independent grocers have.

**WHEN YOU WANT A GOOD MAN.**

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

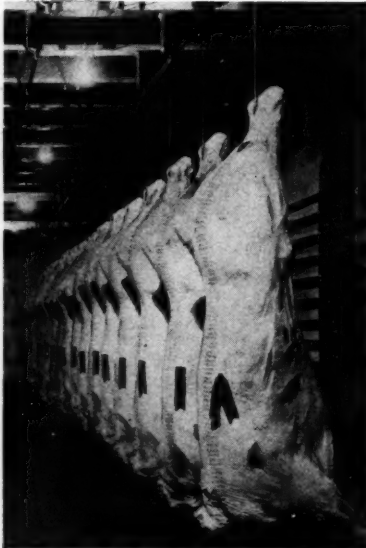
**FANCY BRANDED EASTER BEEF.**

Fancy branded beef was featured for the Easter trade by the Union Meat Company of San Antonio, Tex., the meat being prime baby beef from cattle grown and fed in Texas.

These cattle were purchased by the company at auction from 4-H club boys and girls, the price paid being the highest in that section of the country for some time. There was a three-fold purpose back of the purchase—first to give the people of San Antonio the highest quality beef; second, to encourage young farmers to produce the highest quality livestock; and, finally, to demonstrate to the public that beef of this grade could be produced in Southwest Texas.

The beef was sold as "4-H club Union prime blue ribbon baby beef." A ribbon brand was run down each side, carrying the name "Union prime." Special advertisements featured the sale, the company taking large space in local newspapers in which attention was called to the quality of the beef, its origin and its brand. The names of retail markets at which it could be purchased were listed.

In addition to the prime grade, the company brands two other grades of beef, "Union choice" and "Union good." For beef to qualify within these grades it must be grain fed, of high breeding and must measure up to the standards set for each grade. Each carcass is

**STEAKS AND ROASTS FOR EASTER.**

This fancy baby beef, bred and fed by junior farmers in Southwest Texas was bought by the Union Meat Co., San Antonio, Tex., for the Easter trade. The lot consisted of 34 head which dressed out such high quality as to fall in the class of blue ribbon beef.

The ribbon stamp running down the carcass brands it as "Union prime." The company has two other grades, "Union choice" and "Union good." All beef is subjected to a severe system of grading before it is stamped.

graded twice by two different graders before it is branded, and unless it measures up to the standard, it carries no brand.

The graded beef is distributed to retail markets not only in San Antonio, but throughout Southwest Texas.

**NOTES OF "NEW COMPETITION."**

Net profit of \$4,433,775 is reported by General Foods Corporation for the three months ended March 31, after all charges and expenses and provision for income taxes. This compares with net profits of \$5,572,399 for the corresponding quarter of 1931. The regular quarterly dividend of 75c a share on common has been declared, payable May 2. The company has no preferred issues.

Net profit of \$255,559 is reported by United Biscuit Co. of America for the first quarter of 1932, after charges and federal taxes. Net income for the first three months of 1931 amounted to \$371,805.

**CANNED POULTRY IN MARCH.**

Less poultry was canned in March, 1932, than in the same month a year ago. The amount canned in the month just ended totaled 1,570,476 lbs. compared with 1,875,392 last month. In each case 29 firms participated.

**PACKER AND FOOD STOCKS.**

Price ranges of packer, leather companies, chain stores and food manufacturers' listed stocks, April 20, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on April 13, 1932, or nearest previous date:

	Sales	High.	Low.	Close—
	Week ended,			April 13,
	April 20.	April 20—		20. 13.
Amal. Leather...	200	5 1/4	5 1/4	5 1/4
Do. Pfd. ....	100	1 1/4	1 1/4	1 1/4
Amer. H. & L. ....	100	9 1/2	9 1/2	9 1/2
Do. Pfd. ....	100	33	33	33
Amer. Stores...	1,800	1	1	1
Armour A. ....	3,450	1	1	1
Do. B. ....	300	8 1/2	8 1/2	8 1/2
Do. Ill. Pfd. ....	650	35	35	35
Do. Del. Pfd. ....	700	35	35	35
Barnett Leather...	100	37 1/2	37 1/2	37 1/2
Beecham Pack. ....	200	37 1/2	37 1/2	37 1/2
Bohach, H. C. ....	100	117	117	117
Do. Pfd. ....	100	131	131	131
Brennan Pack. ....	100	117	117	117
Do. Pfd. ....	100	117	117	117
Chick G. Oil. ....	100	6	6	6
Childs Co. ....	200	3	2 1/2	3
Cudahy Pack. ....	1,600	20	20	20
First Nat. Store...	4,500	42 1/2	42 1/2	42 1/2
Gen. Foods ...	31,300	33	32 1/2	33
Gobel Co. ....	2,300	4 1/2	4 1/2	4 1/2
Gr. A.P. Ist Pfd. ....	130	117	117	117
Do. New ....	110	131	131	131
Hormel, G. A. ....	100	117	117	117
Hygrade Food. ....	600	3	2 1/2	3
Kroger G. & B. ....	7,200	12 1/2	12 1/2	12 1/2
Libby McNeill. ....	2,200	2 1/2	2 1/2	2 1/2
McMarr Stores...	100	117	117	117
Mayer, Oscar ...	100	117	117	117
Mickelberry Co. ....	50	4 1/2	4 1/2	4 1/2
M. & H. Pfd. ....	100	117	117	117
Morrell & Co. ....	10	30	30	30
Nat. P. Pfd. A. ....	100	117	117	117
Do. B. ....	100	117	117	117
Nat. Leather...	100	117	117	117
Nat. Tea ....	300	6	6	6
Proc. & Gamb. ....	12,700	29	28 1/2	29
Do. Pr. Pfd. ....	80	92	92	92
Rath Pack. ....	50	16	16	16
Safeway Stores...	12,000	45	44 1/2	45
Do. 6% Pfd. ....	40	75	75	75
Do. 7% Pfd. ....	310	81	81	81
Stahl Meyer ...	100	117	117	117
Swift & Co. ....	4,650	15 1/2	15 1/2	15 1/2
Do. Ind. ....	3,450	21 1/2	20 1/2	21 1/2
Truitt ...	100	117	117	117
U. S. Cold Stor. ....	100	117	117	117
U. S. Leather...	500	2 1/2	2 1/2	2 1/2
Do. A. ....	800	4 1/2	4 1/2	4 1/2
Do. Pr. Pfd. ....	300	50 1/2	50 1/2	50 1/2
Wesson Oil ...	2,400	10 1/2	10 1/2	10 1/2
Do. Pfd. ....	1,000	47	47	47
Do. 7% Pfd. ....	100	117	117	117
Wilson & Co. ....	100	117	117	117
Do. A. ....	500	2 1/2	2 1/2	2 1/2
Do. Pfd. ....	300	21 1/2	21 1/2	21 1/2

## EDITORIAL

### *Situation Calls for Sound Merchandizing*

Mild weather prevailing in most of the heavy meat consuming sections of the country throughout the winter months was not conducive to increased meat consumption. Yet, in spite of this, consumption of pork meats was about 7 per cent higher than in the same period a year ago.

During the first six months of the hog crop year approximately 6 per cent more hogs were slaughtered under federal inspection than in the same period last year, but owing to the lighter average weight only about 2 per cent more pork was produced.

Sharp declines in the export of pork meats and lard made more product available for domestic consumption, which resulted in an increase each month over the same month a year earlier, as well as for the five-year average.

It is reported by the Department of Agriculture that considerable numbers of hogs from the 1931 spring pig crop are yet to be marketed from the western corn belt. This movement is expected to start toward the end of April and reach its peak early in June.

Hog marketings during the summer months of 1931 were small, and it is expected that during June, July, August and September hog slaughter will be 10 to 15 per cent larger than the unusually small slaughter of those months last year.

The outlook is for plenty of pork, somewhat less lamb and less beef. This will yield a total meat production of about average size, which calls for judicious and expert selling if it is to bring a fair return to producers of livestock and to the meat packer.

### *Will Packers Keep What They Have Won?*

Times like the present are painful while they last, but they have a bright side—difficult as it may be to see—for the one who seeks it.

Most meat plants are more efficient today and are producing at a lower cost than for many years, perhaps since the operations of slaughtering meat animals and processing meats and by-products came to be dignified as a business. They are more efficient because they have to be. They have had efficiency thrust upon them. It simply was a case of producing at a lower cost or getting out of business.

Packers know more about processes, methods

and equipment than they knew before the present era of disturbed economic conditions. They have had to scan every detail of production and merchandising with the greatest care. They have learned what they can do with and without. The impossible of yesterday has become the actuality of today.

The tide of business affairs will turn some time. Of this there is no doubt. It may come next month or next year, but it will come. When it does, how long will the lessons learned during the past two difficult years be remembered? Will efforts given to secure present efficiencies and low unit costs be maintained, or will they be relaxed in proportion as the spread between cost and selling price increases?

The past two years have been difficult ones. Those whose part it was to bear the burdens have been under great physical and mental strain, and the temptation to ease up will be great. Some no doubt will yield to it. Others, having learned their lessons better, will be reluctant to give up the only benefit that has come to them out of this depression—an operating efficiency greater than any heretofore achieved, and a unit cost of production lower than would have been thought possible a few years ago. They will fight to keep these gains.

Some keen observers in the industry are predicting that there will be no let-up in keen competition with better times. And the important factor in this competition, they foresee, will be the unit cost of production. It has taken managerial ability of a superior type to enable many meat packing plants to surmount the difficulties with which they have been faced. It appears that leadership of no meaner ability may be required for some years to come.

### *Modern Methods Cut Handling Costs*

In a Chicago meat packing plant a rotary pump is used to transport raw materials for the manufacture of gelatine from one department to another, a distance of about two thousand feet. In another plant cracklings are carried away from the grinder by a pneumatic system consisting of duct and fan.

These are only two illustrations of how modern methods can be applied in the meat plant to reduce inter-departmental transportation costs. The latter make up a respectable portion of the total production cost, and any saving that can be made in them is a clear gain. And in few operations in the average plant are there greater possibilities for saving.

# Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

## Chili in Casings

Chili or chili con carne stuffed in casings has proved a big seller for some packers and sausagemakers. Hearing about this, a sausagemaker writes as follows:

Editor The National Provisioner:

Chili or chili con carne stuffed in casings is proving popular in our city. We would like a good formula for this product.

The following formula and directions for chili con carne makes a very good product stuffed and one that is popular with the trade. It is suggested by the manufacturers of cellulose casings for use in these casings.

### Formula:

28 lbs. beef trimmings  
50 lbs. beef chuck meat  
20 lbs. oleo stock  
2 lbs. yellow cottonseed oil

### Seasoning:

2 lbs. 6 oz. salt  
2 lbs. 4 oz. cereal  
2 lbs. 6 oz. chili pods  
6 oz. ground chili pepper  
4 oz. cumin seed  
2 oz. origanum  
2 oz. garlic

Grind beef trimmings and beef chuck meat through  $\frac{1}{4}$ -in. plate. A larger percentage of beef chuck meat can be used, or even some hearts, to reduce the formula cost if desired. Chili pods should be stemmed and seeded. Use only the red meaty portion. Grind pods and seed spice through the fine plate.

Place oleo stock in jacketed kettle and heat slowly up to 200 degs. Add ground meat to this hot oleo and cook at 200 degs. for  $1\frac{1}{2}$  hours. If the meats have been frozen or contain a high percentage of moisture, they should be cooked longer—up to 2 hours.

Thirty minutes before the cooking of meats is completed add the cottonseed oil and spices so they will cook 30 minutes with the meat and oleo stock. Remove entire batch from the kettle and allow to cool off. Stir well from time to time, otherwise the meats will settle.

If oleo stock is not available, rendered beef suet may be substituted. After the suet is rendered skim off and use the liquid or oil. The scrap or cracklings in the bottom of the kettle should not be used.

Stuff in casings  $1\frac{1}{2}$  x 11 in. for a convenient sized package and chill quickly so that the oil does not separate. After chilling, wash off with hot water so the outside will be clean.

### Another Formula.

A formula sometimes used for a lower-priced product is suggested as follows:

### Formula:

30 lbs. beef chucks  
35 lbs. beef lips  
25 lbs. beef cheeks  
10 lbs. beef trimmings  
15 lbs. edible tallow  
6 lbs. cottonseed oil  
2 lbs. cereal

### Seasoning, per 100 lbs.:

$1\frac{1}{2}$  lbs. salt  
 $2\frac{1}{2}$  oz. cayenne pepper  
1 oz. ground pimento  
1 oz. cloves  
1 oz. origanum  
1 oz. cumin  
1 oz. garlic  
 $2\frac{1}{2}$  lbs. ground chili pepper

The beef lips are cooked for three hours just below the boiling point and spread in a cooler over-night. The next day they are ground through the  $\frac{1}{2}$ -in. plate. Beef chucks, lips and cheeks should be ground through the  $\frac{1}{2}$ -in. plate, each separately. First heat the tallow and oil to 265 degs. F., then add ground chucks, lips and cheeks; and cereal and cook for 25 minutes. The pepper is added and the batch is cooked for another hour and a half, after which the spices are added and the cooking continued for another hour and a half. The top of the kettle is then skimmed practically free of oils.

After the chili is cooked take it into

the cooler and stir until it is cool, but not cold. Then stuff at once into casings. After it is stuffed, dip in warm water to remove the grease from the outside, and hang up to harden.

If the chili will not cool off without the tallow separating, try stuffing it hotter and let it cool off in a truck of cold water.

## Hardening Oily Lard

A Southern packer asks help in solving his problem of soft lard. He says:

Editor The National Provisioner:

Will you give us some information in handling peanut lard rendered in open kettle. This lard is soft and oily and we desire a hard creamy product. Any information will be much appreciated.

This inquirer's difficulty is in the character of the fat rather than his method of handling. Lard from hogs fed on peanuts and certain other feeds common in the South is either soft or, still worse, oily.

It is practically impossible to harden this lard except by hydrogenation. Where it can be mixed with lard from firm fat a product such as this inquirer wants to make can be manufactured, provided there is a preponderance of the firm fat.

Methods of handling which have a tendency to make normal lard firmer include quick chilling, the use of a certain percentage of lard stearine or the use of a lard roll, where the production is large enough to make the latter possible. The lard is chilled quickly over this roll and is beaten up in the picker box thus avoiding the possibility of separation of the stearine and oil in the product. However, where there is such a preponderance of oil as in the case of fat from peanut fed hogs, ordinary methods of manufacture will not produce a firm finished product.

## FROZEN FISH PRODUCTION.

Total production of frozen fish in the United States and Alaska during 1931 was 112,257,416 lbs., according to information from the U. S. Bureau of Fisheries. This is 19 per cent less than the quantity frozen during 1930. Among 34 classifications of fish and shellfish for which freezings were separately enumerated, 25 showed decreases.

Average monthly holdings in 1931 were 53,999,000 lbs., which is 12 per cent less than the average holdings in 1930, but 5 per cent greater than the 5-year average. Holdings in 1931 were greater during the first four months of the year, but less during the last 8 months.

## Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me your reprint on  
"Making Dry Sausage."

I am ☐ a subscriber to THE  
NATIONAL PROVISIONER.

Name .....

Street .....

City ..... State .....

5c in stamps enclosed.



## What Is a Fancy Ham?

A small packer who wishes to produce fancy hams says:

Editor The National Provisioner:

We are crowded for cellar space, so we rent space in a public cold storage. At the present time we have quite a ham stock stored in a freezer at 7 degs. below zero.

We want to produce fancy hams out of these. We plan to pack them in tierces, head up the tierces and cure 4 days to the pound at 30 degs. F., rolling the tierces at each overhauling and reversing the end the tierce sits on each time they are rolled. If not in position to smoke the hams at curing age they will be placed in the freezer until ready to smoke.

We would like to know what you think of this practice for producing fancy hams.

A strictly fancy ham should not be frozen. Frozen hams go into the preparation of standard product, but not fancy product. A fresh ham which has not been frozen and which is pulled and smoked at strictly cured age is the only kind of ham that can be classed as fancy.

The plan of handling the hams is all right, except that the usual curing temperature is 38 degs. F. instead of 36 and the curing time  $3\frac{1}{2}$  days to the pound. This curing time and curing temperature are about right for good distribution of cure in the production of a good mild ham.

Where frozen hams are used it should be borne in mind that they require somewhat less time to cure than do hams that have not been frozen.

Where not possible to smoke hams at cured age it is all right to put them back in the freezer, although if this is going to be necessary it is well to take them out of the curing cooler about 5 days ahead of cured age and put them in the freezer and freeze as rapidly as possible to retard further cure as far as this can be done. Some additional curing is sure to take place, however.

This inquirer states he has his hams stored in a freezer at 7 degs. below zero. It is assumed that the hams are properly wrapped or otherwise protected to avoid freezer burn and excess shrinkage.

### GRADED BEEF IN DEMAND.

Marked increases are shown in the quantity of beef that is government graded at the different points in the United States where the grading service has been established.

This service was started in May, 1927, and was continued without marked increase during the following three years. A slow but steady increase was shown in 1930 but beginning with 1931 marked increases in the quantity of beef graded were recorded. These increases are even greater so far this year.

In a recent report on the grading service, the department says.

The "truth-in-beef" movement is growing. From July to December, 1931,

representatives of the department graded and stamped 80,381,045 lbs. of beef, or an increase of 46,190,568 lbs. as compared with the same period in 1930. In January this year, 13,642,303 lbs. of beef was graded and stamped, which is 71.4 per cent more than the quantity thus certified in January, 1931.

The greatest gains in January were made in Chicago, Detroit, Buffalo, Kansas City, St. Louis, Washington, Philadelphia, and New York, where an increasing number of consumers are demanding of retailers the authoritative certification of their beef for quality. The department reports that with government beef graders stationed at Boston, New York, Philadelphia, Washington, Buffalo, Erie, Detroit, Chicago, Sioux City, Omaha, Kansas City, St. Louis, and National Stock Yards, government graded and stamped beef is available on demand through local meat distributors to practically every retail meat dealer east of the Rocky Mountains.

The department has developed a new roller stamp much smaller in size than the one now used, for use by all official graders in impressing upon the beef the official designation of quality. The sides of beef are stamped in such manner that the U. S. grade appears on each retail cut. The service is aimed also at improving the economic position of the livestock industry through stimulating a demand for high quality products.

Many packers who consistently use the department's service declare that it has opened up to them larger selling areas where they were formerly unable to compete satisfactorily with established beef selling agencies.

### Kosher Bologna

Kosher bologna is in demand wherever a Jewish trade is served. Many other consumers also like this more highly-seasoned product. It can well be included among sausage manufactured by producers serving a variety of trades.

Directions for the manufacture of this bologna have appeared in THE NATIONAL PROVISIONER. An expert sausage maker gives the benefit of his experience in formulas and complete manufacturing process.

Reprint of this information on kosher bolognas may be obtained by sending the following coupon with 5c in stamps:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.

Please send me a copy of reprint on Kosher Bologna.

Name .....

Street .....

City..... State.....

### SERVICE OF THE INSTITUTE.

(Continued from page 18.)

The Department of Packinghouse Practice and Research offers counsel and aid in solving operating problems to members that desire it; investigates new ideas, methods, and machines; collects the experience of various companies on costs; conducts a fire- and accident-prevention program of increasing scope, and carries on a comprehensive standardization program that has resulted in reducing considerably the sizes and styles of various containers and pieces of equipment used. One of the most valuable functions of this department has been to give advice on various operating problems to individual companies that have asked for aid in solving some of their difficulties.

The director of this department, Henry D. Tefft, is a graduate chemical engineer. He was superintendent for a number of years of a large packing company in Canada, and has had other packinghouse experience prior to the time he came with the Institute.

This work of the department is counseled by the Committee on Engineering and Experimentation, of which H. J. Koenig of Armour and Company is chairman, and the Committee on Packinghouse Practice and Research, of which S. C. Frazee of Wilson & Company is chairman.

### Various Committee Activities.

Under the direction of the Committee on Recording, of which R. F. Eagle of Wilson & Company is chairman, the department is working upon the preparation and yearly revision of a set of publications, which cover the various phases of packinghouse operations. These books form excellent reference work for the supervisory staff, and are used by many members for the instruction of junior men being fitted for positions of authority.

The Committee on Standardization, of which W. H. Kammert of Swift & Company is chairman, is engaged in developing standards for supplies. Such standards enable members to order supplies on definite specifications. As an example of how this aids in the reduction of costs, one member found that his company was purchasing muslin for a specific purpose which was of much better quality than was necessary.

The safety program of the department this year is increasing in importance. Under the direction of the Committee on Fire and Accident Prevention, of which N. L. Brainard of Swift & Company is chairman, this program during 1932 includes a monthly award for safety in plant operation. At the present time nearly 100 member plants of the Institute are participating in this project. During March twenty-five of these operated without any lost-time accidents and received safety awards.

This is the second in a series of articles describing the functions and services of the Institute of American Meat Packers.

# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### AMMONIA RECEIVERS.

Large ammonia receivers should be installed in all plants. This is a real safety measure which will enable the operating engineer to get capacity out of the refrigerating plant, and if repairs have to be made he has ample room to pump out the apparatus and store the ammonia.

In some plants the receivers are too small, and the engineer has to resort to getting empty cylinders and withdrawing the ammonia from the plant in order to make repairs. Ammonia should not be withdrawn from a plant into cylinders without weighting the ammonia placed in each cylinder. Overfilling cylinders is very dangerous.

Ammonia receivers, or the storage tank for liquid ammonia coming from condensers, should be equipped with gauge glasses to indicate the amount of ammonia in the plant. An automatic stop valve should be installed to prevent ammonia loss in case a glass is broken. Such an arrangement will enable the engineer to hold a liquid seal in the plant at all times, which is one of the most important factors for production and safety.

### JAMISON TAKES VICTOR SALES.

In a joint statement by J. V. Jamison, Jr., president of Jamison Cold Storage Door Co., and R. J. Funkhouser, president of Victor Products Corporation, it was recently announced that beginning April 11, 1932, the Jamison organization would take over the entire sale and distribution of the Victor cold storage doors. The arrangement covers the complete Victor line of cold storage and freezer doors, cold storage windows, fronts for refrigerators and refrigerated cold storage spaces, ice chutes, can and crate passing vestibules, ice tank covers and frame work for ice tanks, and the Victor large refrigerator hardware suitable for use on the foregoing products. It was also announced that on and after April 11 all correspondence concerning these Victor products should be addressed to the Jamison Cold Storage Door Company or its nearest agents, instead of to the Victor Company as formerly.

There are Jamison sales branches located at New York, Chicago, San Francisco, Los Angeles, Dallas, St. Louis and Detroit, as well as the sales agency of the Southern Ice Supply Company, Marietta, Ga., and the foreign agencies of Armstrong Cork Co., Ltd., London; Okura & Co., Japan; and von Hamm-Young, Honolulu. All of these branches and agencies will now handle the sale and distribution of Victor door products in addition to the Jamison and Stevenson lines.

Through this sales arrangement two distinct advantages will accrue to the cold storage door user. The Jamison

distributing organization consists of a number of refrigerating engineers whose experience and training will now be available to all users of Jamison, Stevenson and Victor doors and allied door products.

In the past the purchaser of cold storage doors may have preferred certain features of the Jamison doors and certain other features or equipment of Victor doors, but it was impossible to get the combination of these because of the highly competitive nature of the two organizations. Under this new arrangement this is changed, any practical combination may now be obtained and any purchaser may get full benefit of any improvements created by the years of experience and service of these two leading organizations in the field. Doubtless new products, superior in operation will result from this new sales arrangement, which virtually pools the patents of any improvements created by these two companies.

The Jamison and Victor organizations have been the outstanding companies for many years. The Jamison business was organized in 1905. The Victor Products Corporation started in business in 1926. The products of these two lines are recognized as setting the standard for the industry and are in use in every civilized country in the world.

It was further announced by Mr. Funkhouser that the Victor Company will continue to sell "our complete line of adjustable steel shelving, milk cooling cabinets, sterilizers, etc., for the dairy industry, portable and sectional refrigerators, and our complete line of small refrigerator hardware, suitable for use on smaller doors, such as are usually used on domestic refrigerators, as well as the bunker and drip pan equipment." This company will also continue to manufacture their full line of mortuary trays and equipment, metal meat racks, etc.

### CO. MAKERS MERGE.

Consolidation of the Solid Carbonic Co. and the Dry Ice Corp. of America, two of the pioneer manufacturers and distributors of solid carbon dioxide, has been announced. The combination has manufacturing plants at Niagara Falls, N. Y., Deep Water Pond, N. J., and Peoria, Ill.

The certificate of incorporation of the Dry Ice Corp. of America is to be amended so as to provide for an authorized capital of 150,000 of a par value of \$5.00 each. Of these 134,516 shares are to be issued presently in exchange for outstanding stock of Dry Ice Holding Corp. and the Solid Carbonic Co., Ltd., leaving the balance available for future needs of the company.

The merger, among other advantages, will provide the means for expanding activities of these units in territories showing the greatest promise of increased sales. An adequate supply of raw materials will be assured through arrangements with the Union Carbide and Carbon Co., E. I. du Pont de Nemours & Co. and the Commercial Solvents Corp.

### FRUIT FREEZING EXPERIMENTS.

The latest fruits to be added to the rapidly growing list successfully preserved by quick freezing methods are the pineapple and cranberry, says the U. S. Department of Agriculture. Both of these fruits have been quick frozen and preserved experimentally under varied conditions at the frozen pack laboratory of the U. S. Bureau of Plant Industry at Seattle, Wash. Other fruits now preserved on a commercial scale by freezing are the strawberry, raspberry, cherry, plum, apple and peach.

Pineapple preserved by quick freezing methods has a distinct advantage over many other fruits in that it does not darken when exposed to the air. In the pineapple experiment, it was found that the fruit keeps best when it is fully matured at the time of freezing, that sugar in dry or syrup form is desirable in preserving it, and that sugar syrup apparently gives a better texture to the sliced pineapple but does not affect the flavor of the crushed product. Freezing apparently does affect the protein-digesting power of bromelin, a characteristic enzyme, or ferment, of pineapple.

Cranberries were frozen whole and crushed and packed with syrup or sugar or without any sweetening agent, and also packed after the cranberries were made into a sauce by cooking with sugar.

### SAFETY REFRIGERATION GROWS.

The mechanically-cooled refrigerator car is becoming increasingly important for the transportation of meat products, particularly frozen meats and carcass hogs. Large quantities of the latter, moving out of Chicago for Eastern seaboard cities in these cars, are arriving at their destinations, it is reported, with all the bloom and good appearance of freshly-killed animals. This is only possible, of course, because of low even temperatures these cars are capable of maintaining.

One Mid-West packer is also using these cars to ship fresh pork and other fresh meats, including pork sausage, to Pacific Coast and Gulf territories. The results have been very satisfactory, it is reported, the meats arriving in excellent condition.

Last week Safety Refrigeration, Inc. closed two very important contracts covering the operation of their cars and Safety protective service. One of these was with the Great Northern Railway Company and the other with the Missouri-Kansas-Texas Lines. Under these operating agreements the use of Safety automatic iceless refrigerator cars and Safety protective service has been extended to all shippers of perishables on these roads.

With these two additional lines Safety protective service is now available to shippers on more than 75,000 miles of railroad in the United States, and the demand for mechanically refrigerated cars and better protective service is increasing very rapidly.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.



## Remove Steam Quickly . . . . .

With a MEIER

## Exhauster Fan

All-aluminum (nothing to rust or corrode) aeroplane propeller type fans for exhausting or cooling. Low first cost, inexpensive to operate, easily installed, highly efficient.

**MEIER ELECTRIC & MACHINE CO.**  
Est. 1904 Indianapolis, Ind.

## Investigate ROCK CORK

This modern low temperature insulation—  
24 years' time-tested

1. Highly efficient
2. Moisture-resistant
3. Completely sanitary
4. Odorless
5. Permanent, mineral composition

**NO OTHER** low temperature insulation equals Rock Cork in its ability to maintain its high initial efficiency over a long period of years. No other material offers higher resistance to moisture infiltration.

Full Information on Request



**Johns-Manville**

292 Madison Ave.  
New York

### REFRIGERATION NOTES.

Magnus Beck Cold Storage Co., Buffalo, N. Y., has been incorporated with a capital stock of 100,000 shares of common stock.

J. J. Harpey is reported to have acquired from the South Texas Utility Co., Galveston, Tex., the ice manufacturing plant at Hitchcock, Tex., and the cold storage and refrigerating plants at Hitchcock, Alta, Lomo and Algoa.

Minarda Bros., Lafayette, Ind., have announced their intention to construct a storage plant and fruit warehouse. The project is expected to cost in the neighborhood of \$50,000.

A B C Warehouse and Cold Storage Corp., New York City, has been incorporated with a capital stock of \$20,000.

Pascagoula Ice & Cold Storage Co., Pascagoula, Miss., is reported to have acquired the ice plants of the Mississippi Ice & Utilities Co. and the Pascagoula Storage & Ice Co.

Plans for a new refrigerating plant are being prepared by the Boston Food Products Co., Boston, Mass. It will cost in the neighborhood of \$60,000.

W. D. Warbourg and associates of Tampa, Fla., are reported to be considering the construction of a pre-cooling plant in Ft. Lauderdale, Fla.

H. S. Black has purchased the Pluma Ice & Cold Storage Co., Deadwood, S. D. The plant will be overhauled and new equipment installed.

Frank S. Knapp & Son have started construction of an ice storage and refrigerating plant in Three Rivers, Mich.

Federal Cold Storage Co., Pittsburgh,

Pa., has been incorporated by H. W. Dunkle with a capital stock of \$200,000.

Oliver Cooperative Growers are planning the immediate construction of a cold storage warehouse in Oliver, British Columbia, Canada. About \$60,000 will be expended on the project.

### MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service, officially reported, follows:

Inspection granted.—A. D. Loffler, jr., Fifth st. near Morse st. N. E., Washington, D. C.; Crosse & Blackwell, Inc., 6801 Eastern ave., Baltimore, Md.; \*Swine Breeders Pure Serum Co., Thorntown, Ind.; Capital Kosher Sausage Co., Inc., 901 First st. S. E., Washington, D. C.

Meat inspection withdrawn.—Silver Fox Lard Co., Carlstadt, N. J.; Frye & Co., 361 East Oak st., Portland, Ore.; D. Goldstein, 1726 Linn st., Cincinnati, O.; Southern Hotel Supply Co., 630 Pennsylvania ave. N. W., Washington, D. C.

Meat Inspection extended.—Roberts & Oake, Chicago, Ill., to include Tastee-meat Provision Co., Inc.

Change in name.—Swift & Company, Swift ave., South San Francisco, Calif., and Western Meat Co., instead of Western Meat Co.; Milano Provision Co., Inc., 133-137 North st., Boston, Mass., instead of N. Maggioli Co., Inc.; Hunter Packing Co., 1214 North Second st., East St. Louis, Ill., instead of East Side Packing Co.

\*Conducts slaughtering.

### CURLED HAIR LEADER DIES.

Joseph F. Bohnert, president of the Joseph F. Bohnert Company, Cincinnati, O., manufacturers of curled hair and hair products, died in his sixty-third year, at his residence, Westmoreland avenue, on April 7 after an illness of eight months.

Practically all his life Mr. Bohnert has been identified with the curled hair industry, in which he was engaged for nearly fifty years. In 1911 he succeeded his father, Joseph F. Bohnert, sr., one of the pioneers in the hair business, as secretary and vice-president of the P. R. Mitchell Company, Cincinnati. In 1930 he took over the curled hair department of this firm under his own name, which business will be continued by his sons and brother, William E. Bohnert, who was associated with his late brother for thirty-two years.

Mr. Bohnert was nationally known in the curled hair, furniture, bedding and packing industries. He was for several years president of the National Curled Hair Manufacturers' Association. He is survived by his widow; three sons, Edwin, Leander and Herbert; a daughter, Eleanor, wife of Dr. Harry J. Stevens; two brothers, William E. and Albert A. Bohnert, all of Cincinnati.

### U. S. LARD TO MALTA.

Imports of lard into Malta showed a decided change during 1931. Imports from the United States, which had been the principal source of supply, fell off considerably, and during the latter part of the year, Netherlands replaced the United States as the principal supplier.

## Cold Storage Installation

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
526-530 St. Paul St., Baltimore, Md.  
902 Woodward Bldg., Washington, D. C.

## THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground

**Spices for Meat Packers**

CHICAGO, ILLINOIS

## Get This INSULATION CATALOG

### MUNDET CORK CORP.

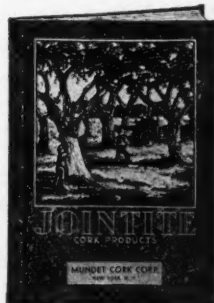
450 Seventh Ave., New York City  
☐ Please send catalog. I am interested in

- ☐ Mundet "Jointite" Cork Board for insulating flat surfaces.  
☐ Cold Pipe Covering.  
☐ Cork Roof Insulation.  
☐ Elimination of machinery noise and vibration.  
☐ Cork Tile for Floor.

Name.....

Firm.....

Address.....





## USING DISTRIBUTION CENSUS.

(Continued from page 16.)

a wealth of information for each kind of business.

The retail stores probably of greatest interest to meat packers, for example, are meat markets, meat markets with groceries, grocery stores with meats, fish markets (sea foods), and grocery stores (without meats). Such totals as well as detailed data for counties and towns give us the number of stores of each of these types, complete figures on employees and the payroll, net sales, stocks on hand, etc.

Operating expenses are reported in such detail as to enable one to compare the meat market with the grocery store as an outlet and determine roughly where the difference in costs originate, whether in higher rents, higher wages, or other factors. Stores are grouped according to amount of annual sales, to increase the usefulness of the information, and sales are separated so as to show their division among different classifications of chain stores.

### Surveys Credit Sales.

In other tables the information is presented for cities of over 30,000 population, for cities of 10,000 to 30,000 as a group, and cities of 10,000 population and under as a group, so that operating figures for all stores in rural areas and small towns may be compared with those in larger cities.

If a national survey to determine the extent of credit sales by these types of stores were made we should see considerable discussion of it, no doubt, and yet we have such a survey in these figures. It shows that in Connecticut, for example, meat markets selling groceries extend more credit in proportion to sales than any other type of grocery store or meat market.

This kind of business also predominates among meat retailers as to merchandise manufactured in the store and merchandise sold to other retailers.

For the first time, through these reports, we may determine for each state the importance of each group of commodities in different types of outlets for meats. For example, in Connecticut, the one item "meats, including poultry" represents 52.3 per cent of the sales of the "meat markets with groceries," the stores reporting commodity sales, only 28.5 per cent of sales of "grocery stores with meats," and the high figure of 87.1 per cent of sales of "meat markets." Anyone interested in the distribution of meats or any of the allied products will find the breakdown of commodity sales in the various types of stores both interesting and useful.

### Value of Meat Products Sold.

Approximately one-fourth of the "meat markets" in Connecticut reported

the division of their sales by commodities. Each of these stores reporting had annual sales in excess of \$60,000. The following table shows the per cent of each commodity sold to total sales of the meat markets reporting:

Commodity.	Per cent.
Meats, including poultry.....	57.1
Fresh fish and other sea foods.....	3.7
Canned goods and other groceries.....	2.8
Fruits and vegetables, fresh.....	2.3
Butter and cheese.....	1.7
Delicatessen, ready-to-serve foods.....	1.5
Eggs.....	.8
Sugar.....	.2
Lard, cooking fats, etc.....	.2
Milk and cream (fluid).....	.1
Bakery products, fresh.....	.1

With these figures for each kind of business it is possible to obtain a close approximation of the value of meat products sold through each type of store as well as the total value of sales in each state and large city.

The inter-dependence of the manufacturer, the wholesaler, and the retailer is generally recognized at the present time, so economic planning by manufacturers or packers must take into consideration these facts on the ultimate consumer outlets for their products.

### New Livestock Data for Packers.

The state bulletins on wholesale trade furnish considerable data on the wholesale establishments which reported their kind of business as being the distribution of meats and meat products, as well as other types of wholesalers such as: Dairy and poultry products; fish and sea foods; livestock; hides, skins, and furs, etc.

Other phases of the Census of Distribution will doubtless be of interest to packers. A preliminary report has been issued on the direct receipts of livestock by packers and another on the retail slaughter of meat animals. The Census Bureau has issued a report on the distribution of sales by meat packers.

A final report on the direct receipts of livestock by packers, to be available soon, will discuss importance of this method as a source of supply of livestock for slaughter and give a brief statement of the number of packing plants reporting direct receipts, with their total slaughter and the number of head received on the direct receipts basis, and the percentage which this represented of the total slaughter. In addition to the mimeographed summary of retail slaughter in towns of less than 10,000 population, issued last May, the final report is now being completed which will go into somewhat greater detail.

### How Packers Can Use Figures.

Thus the Census of Distribution is filling in many of the gaps which have existed in the information available on the distribution of the products of meat packers from the livestock to the consumer, and meat packers should be in a

position to use these figures in many ways.

A packer may use this data in determining sales policies, potential market areas for his products, the number of available wholesale outlets through which his products can be handled, the amount of consumer sales by areas, and the established retail outlets if he is engaged in selling direct to the retailer.

He can likewise determine whether to establish sales branches, district sales offices, or appoint selling agencies if he is planning to invade new territory. Competition can be more accurately analyzed, and assistance may be had in locating distributing warehouses at strategic points to facilitate quick delivery and storage of an ample supply of good available for current requirements.

### Enables Selective Distribution.

It is possible by study to follow the principle of selective distribution by concentrating on picked territories, and increasing sales in these areas, and to further revamp boundaries of the salesmen's territories. The packer will be able to select in any area the more efficient type of distributor for his line of goods.

He is able to discover the location and strength of chain store warehouses in any area.

Packers can, by study of the retail census reports, reconstruct sales policies and promote sales by analyzing such factors as credit sales, availability of established retail distributors, and potential sales of the goods as evidenced by the number of retail outlets and the commodity sales by such outlets.

It is also possible by analysis of the retail and wholesale reports to work out satisfactory prices that make due allowance for operating costs. Such costs would not include net profits which are not covered by the census, but which should be allowed for in determining selling price. It is generally true that sales are directly reflected in increase or decrease by the selling price, and an under-developed market will oftentimes be caused by the fact that only high-priced goods are available, and not for lack of supply.

### Volume on Meat to Come.

These are only a few of the uses which can be made of this new information. Others (which should be apparent to anyone studying the figures) may be even more important to an executive seeking the solution to some of his distribution problems.

When the state bulletins have all been completed the Census Bureau plans to publish in one volume a special report on meat and meat products, containing all of the data available from the reports of packers, wholesalers, and retailers.

We counsel those undertaking to put figures to work in their businesses to set up a research division in sales. Many a business will find in an application program a chance to remodel completely its present sales systems by making figures mean something to the man with the real job—selling.

# A Page for Purchasing Departments

## DURABLE CONCRETE FLOORS.

One of the disadvantages of a concrete floor in some departments of the meat packing plant is its inability to stand up under the shocks of heavy trucking and the grinding action of steel truck wheels. Damaged spots and areas soon develop under these conditions, causing interruptions to plant operations and necessitating expense for repairs.

One method to prevent concrete floor damage of this kind has been to use a steel mesh fabric embedded in the concrete flush with the surface of the floor. In this manner the load is carried by the steel rather than the concrete. As the truck wheels pound and grid over the floor the exposed edges of the small mesh become slightly mushroomed, presenting an increased area of steel in



LAYING STEEL MESH FLOOR.

In laying a concrete floor with a steel wearing surface, the base course is laid in the usual manner and struck off to  $\frac{1}{8}$  in. below the finished floor line. The floor steel is then rolled out like a carpet, adjacent rolls being fastened together with pins. When the steel is in place the remainder of the concrete is poured and finished flush with the top of the steel.

the floor surface. Cracks, ruts and holes are prevented, and there is no opportunity for failure to start. Other advantages claimed for this type of floor construction for meat plants is that it is quiet, and a surface of maximum traction efficiency is provided for starting and stopping heavy loads.

A floor steel particularly adapted to meat plant floor construction is being offered by the Acme Steel Co., Chicago. It is delivered on the job in easily handled rolls 47½ in. wide containing 25 ft. of mesh. This floor steel has a thickness of  $\frac{1}{8}$  in., and each mesh is 1¼ in. square.

Installation is simple. The concrete base course is laid in the usual manner

and struck off to  $\frac{1}{8}$  in. below the finished floor line. The floor steel is then rolled into place like a carpet, edges of adjacent rolls being fastened together with pins. Fitting the steel around obstructions is done by cutting one side and pulling two wires. When the steel is in place the remainder of the concrete is poured and finished flush with the top of the steel.

This floor steel is also used with equally good results in mastic floors, it is claimed, and can be used over old concrete or wood floors.

## ANOTHER TWINE STANDARD.

An alternate standard for twine has been recommended by the Committee on Standardization of the Institute of American Meat Packers, of which W. H. Kammert, of Swift & Company, is chairman. The committee adopted No. 108 polished cotton yarn, 650 yards to the pound and 22 pounds breaking strength, as an alternate standard to be used for tying beef, hog and calf weasands and bladders; sewing burlap and sacks and tying Knockwurst and head-cheese; roping and hanging bologna in beef bungs, bladders, middles and rounds, and minced ham style sausage in bladders, and roping dry sausage (except Genoa and Salami)."

"This twine is being used by some members at the present time and has a greater yardage than the present standards," the bulletin states. "It represents a saving, therefore, for members who care to use it." The recommendation from the committee will be proposed to the Executive Committee for ratification at its next meeting.

## NEW TYPE REFRIGERATOR CAR.

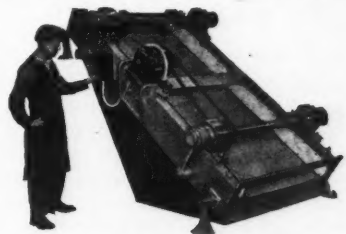
About two years ago the North American Car Corp. announced a new mechanically refrigerated car, using power from the car axle, as being in the experimental stage. Since that time this type of car, known as Frigicar, has been subjected to extensive tests, 500,000 miles of successful transportation having been completed recently.

"We have used the mechanically refrigerated Frigicar for transporting a wide variety of perishable products," says Col. N. L. Howard, president of the North American Car Corp., "and find that it has given unusual satisfaction under every type of climatic condition. The cost of operation, using the power derived from the axle and including all charges such as depreciation, maintenance, interest on capital invested, etc., has been reduced to a point where it is about the same as icing charges. Foods are transported to their destination in better condition as a result of the more even temperature obtainable with mechanical refrigeration."

## BETTER SCREENING EFFICIENCY.

To meet a growing demand for better screening a new line of vibrating screens has been developed by Stedman's Foundry & Machine Works, Aurora, Ind., equipment manufacturers for several generations. High screening efficiency, simplicity of design and rigidity of construction are the major advantages claimed for these screens. They will be known by the name "Quadrex."

These screens are furnished complete with ball-bearing motor, roller chain drive and push button control. The motor is mounted on the side of the screen frame. All that is necessary to complete the installation after the screen is properly located and bolted in place is to run wires to the motor. Ball bearings are used throughout, and when



INSTALLATION IS SIMPLE.

The new Stedman's Quadrex Vibrating Screen is shipped with motor, drive and control in place. All that is necessary to complete installation is to run wires to the motor. The screen has a capacity of 40 to 60 tons per hour of 6 mesh product.

specified screens can be furnished with feed chute connection and finished product hopper.

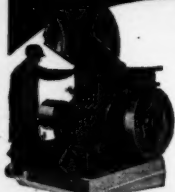
An important feature claimed is consistent vibration for every portion of the screen cloth, as there are no springs. Rigid construction keeps maintenance cost low. Several of these screens have been in operation for over a year, it is said, and are still operating with the original wire cloth. The general design makes it possible to remove the screen cloth in a very few minutes.

Two sizes are offered—the 46 in. which is 4 ft. wide and 6 ft. long, and the 48 in. which is 4 ft. wide and 8 ft. long. The screens are practical, it is said, for handling large capacities and screening either fine or coarse.

## CELLOPHANE SALES LEADERS.

Du Pont Cellophane Company announces the promotion of Warren J. Harte from assistant Eastern sales manager to Central sales manager. For three years Mr. Harte has carried the Cellophane story to manufacturers of many industries. Another promotion by the same company is that of V. C. Clark from senior representative at Philadelphia to assistant Eastern sales manager, with headquarters in New York.

## CUT YOUR GRINDING COSTS



**STEDMAN'S** Type "A" Hammer S Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 502.

**STEDMAN'S FOUNDRY & MACHINE WORKS**  
AURORA, INDIANA, U.S.A. FOUNDED 1834

### RULING AGAINST HOG HAIR.

The potential market for curled hair is greater than it ever was. More automobiles are being manufactured; more upholstered furniture is being made; uses for curled hair have increased.

But the market has dwindled. It is costing the packer more to handle hog hair than he can get for it.

#### Unfair to Curled Hair.

Curled hair has lost out because its good qualities are not generally appreciated, and because manufacturers and processors of other upholstery materials have done a good merchandising job. Is the market worth fighting for? It appears certain that it never will be regained unless some effort is made to get the facts to the public.

What is considered by some manufacturers to be an implied discrimination against curled hair and an action that will further discourage its use is the recent ruling by the Pennsylvania State Bureau of Bedding and Upholstery requiring that all upholstered articles be labeled with the kinds and percentages of hair used in filling.

#### Manufacturer Urges Action.

In a letter to THE NATIONAL PROVISIONER, a reader urges that packers and others interested in curled hair write to the Bureau protesting against this ruling. He says:

Editor THE NATIONAL PROVISIONER:

The Pennsylvania State Bureau of Bedding and Upholstery has issued a circular letter to manufacturers of upholstered furniture, mattresses and cushions advising that effective April 15th all manufacturers using hair in the manufacture of such articles coming under the provisions of the Pennsylvania bedding and upholstery act of April 14, 1925, shall state on tags attached to such articles the kind of hair used in filling, and give instances such as the following:

60% Horse Tail Hair  
40% Hog Hair

40% Cattle Tail Hair  
40% Hog Hair  
20% Goat Hair.

The consensus of opinion among curled hair manufacturers is that this will discourage the use of hog hair, particularly in view of the ruling by the Pennsylvania Department of Labor and Industry that all curled hair used by Pennsylvania state institutions shall be composed of

50% Horse Hair  
50% Horse Mane Hair.

The bureau has also gratuitously circularized state institutions in other states, advising that this mixture is the most ideal for this purpose, and offering the services of the bureau laboratory to analyze purchases that these other institutions may make.

#### An Implied Discrimination.

Whether so intended or not, this is clearly an implied discrimination against hog hair, which is an American

product. To many people the name "hog" is not only unbeautiful but also unpleasant, and carries the inference that it is an adulterant.

Action of the Pennsylvania bureau carries the implication that curled hair made of horse hair is preferable, although the writer with his twenty-five years' experience can prove that hog hair has its place. A moderate use of it in various formulae is advisable. Moreover, its use renders possible the making of lower-priced grades that have their place in the manufacturing and merchandising of a range of values.

The American horse is rapidly disappearing, and this renders necessary importation of horse hair from South America, which at a time when United States industry requires protection, seems arbitrary and unjustifiable.

The writer, therefore, urges that every reader who is in favor of the preservation of American industry will write to M. P. Frederick, Bureau of Bedding and Upholstery, 400 North Third street, Harrisburg, Penn., protesting against this implied discrimination.

Yours respectfully,

A READER.

#### Action Is Postponed.

In a notice dated April 14 the Pennsylvania authorities state that "on account of some objections arising in connection with our ruling" an extension of 60 days (to June 15) is allowed before the ruling against hog hair is put in force. It is evident that protests against the manifest injustice of such a ruling are having their effect.

## PACKING HOUSE EQUIPMENT

**Turbines, Turbo-Generators  
Boilers, Dryers, Melters,  
Tanks, Kettles, etc.**

**MURRAY IRON WORKS CO.**

**Burlington, Iowa**

**63rd YEAR IN BUSINESS**

## SCRAP PRESS

300 to 1200 Tons  
Hydraulic Crackling Ejector  
Hoop guided on Rods  
Quality High, Price Low

Ask us about them

**Dunning & Boschert  
Press Co., Inc.**

362 West Water St.  
Syracuse, N. Y., U. S. A.  
Established 1872



## Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil, Stearine,  
Beef Cracklings, Ground Meat Scrap, Fertilizers  
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A very stabilized situation again ruled the tallow market in the East the past week. There was some routine trading in extra New York at 2½c f.o.b. Buyers were not interested above that figure. Producers, in some cases, were selling moderately, but others were inclined to hold for the time being. Both sides appeared to be in a comfortable position for the immediate future, and inclined to mark time pending developments.

The large stocks of cotton oil attracted attention at times. Fears were expressed in some quarters that with a large carryover of oil facing the trade, prices might be forced to a point where oil could go to the soap kettle.

At New York, special loose was quoted at 2½c; extra, 2½c f.o.b.; edible, 3¼@3½c.

At Chicago, very little activity developed in the tallow market. A fair scattered trade in small packer production at outside points at steady prices was reported. The larger producers appear closely sold up, more especially on medium grades for April and first half May.

At Chicago, edible was quoted at 3½c; fancy, 3¼@3½c; prime packer, 3¼c; No. 1, 2½c; No. 2, 1½c.

There was no tallow auction at London this week. At Liverpool, Argentine beef tallow, April shipment, was quoted at 21s 9d, off 6d; Australian good mixed, April shipment, 21s, off 6d.

**STEARINE**—Demand was rather slow in the East, and the market continued unsteady in tone. Last sales were reported at New York at 3½c f.o.b. plant. At Chicago, demand was slow. Oleo was quoted at 3½c.

**OLEO OIL**—Demand was rather moderate at New York, and the market was barely steady. Extra was quoted at 5½@6c; prime, 4½@5½c; lower grades, 4½c. At Chicago, demand was moderate, and the market about steady. Extra was quoted at 5½c.

**LARD OIL**—Demand was hand-to-mouth, but the market was fairly steady. Edible at New York was quoted at 9c; extra winter, 7½c; extra, 7¼c; extra No. 1, 7c; No. 1, 6½c; No. 2, 6½c.

**NEATSFOOT OIL**—Demand was limited to small lots for nearby requirements and the tone was barely steady, with pure New York quoted at 8½c asked, extra 7½c, No. 1 at 7c and cold test at 13c.

See page 35 for later markets.

**GREASES**—A fair trade but no particular activity featured the market for greases in the East the past week. The undertone was quite steady. Offerings were not pressed, but buyers were slow in coming up in their ideas. At times, business was reported to have passed in yellow and house at New York at 2½c delivered, with reports current of sales of house grease later at 2½c f.o.b. an advance of ½c. No particular activity was in evidence in white grease

for export, but with a steady tone in tallow, there was a tendency to look on pending developments in the grease market.

At New York, house was quoted at 2½c; yellow, 2½@2½c; A white, 2½@2½c; B white, 2½@2½c; choice white for export, 3¼c.

At Chicago, the grease market displayed little activity. Trading was comparatively quiet on choice white and intermediate grades. At Chicago, brown was quoted at 1¼c; yellow, 2c; B white, 2¼c; A white, 2½c; choice white, all hog, 2½c.

## By-Products Markets

Chicago, April 21, 1932.

### Blood.

There is no change in the situation. Price is nominal.

	Unit
Ground and unground.....	Ammonia.
	@1.00m

### Digester Feed Tankage Materials.

Buying interest continues light. Prices are unchanged.

	Unit Ammonia.
Unground, 11½ to 12% ammonia..	\$.90@1.00 & 10c
Unground, 6 to 8% ammonia.....	\$.90@1.00 & 10c
Liquid stick .....	.75

### Dry Rendered Tankage.

Trading in tankage continues fair. Offerings are light. Price continues to be quoted at 25@27½c.

Hard pressed and exp. unground, per unit protein.....	\$.25 @ .37½
Soft prod. pork, ac. grease & quality, ton .....	@15.00
Soft prod. beef, ac. grease & quality, ton .....	@12.00

### Packinghouse Feeds.

Demand is only fair.

Digester tankage, meat meal.....	Per Ton.
Meat and bone scraps, 50%.....	@25.00
Steam bone meal, special feeding, per ton .....	@19.00
Raw bone meal for feeding.....	@25.00

### Fertilizer Materials.

Packers ground 10 to 11 per cent offered at 90c per unit of ammonia.

High grd. ground 10@12% am..	@\$.90 & 10c
Low grd., and ungr., 6-9% am..	@.90 & 10c
Bone tankage, ungd., low gd., per ton.	@12.00
Hoof meal .....	@1.00

### Bone Meals (Fertilizer Grades).

Market shows no change. Little business is being done.

Steam, ground, 3 & 50.....	@\$18.00
Steam, unground, 3 & 50.....	@11.00

### Gelatine and Glue Stocks.

The market continued very quiet. Little trading is being done and prices are nominal.

	Per Ton.
Klip stock .....	\$30.00@22.00
Calf stock .....	20.00@25.00
Skins, pizzies .....	8.00@10.00
Korn piths .....	23.50@24.00
Cattle jaws, skulls and knuckles.....	@18.00
Hide trimmings (new style).....	6.00@8.00
Hide trimmings (old style).....	6.00@8.00
Pig skin scraps and trim., per lb..	2½@2¼c

### Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$30.00@150.00
Mfg. shin bones.....	65.00@110.00
Cattle hoofs .....	12.00@13.00
Junk bones .....	@12.00m

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Buyers showing little interest. Prices largely nominal.

Summer coil and field dried.....	¼ @ 1c
Winter coil dried.....	¼ @ 1c
Processed, black winter, per lb.....	4 @ 4½c
Processed, gray, winter, per lb.....	3 @ 3½c
Cattle, switches, each*.....	¼ @ ½c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, April 20, 1932.

Trading the past week has been light in fertilizer materials, especially in packing house by-products such as tankage, blood, and the like. There have been no price changes.

Foreign bonemeal is not so plentiful for prompt shipment and some sellers have advanced prices. Some domestic producers are well sold up for quick shipment.

Very little is being done on this coast in South American blood, tankage and similar products as material shipped now would be rather late for the spring season.

Sulphate of ammonia for quick shipment is just about unobtainable.

### PERUVIAN LARD MARKET.

Peruvian business in lard during February was 10 per cent off when compared with January, according to reports at Lima. Domestic and Argentine lard continued to undersell the American product. Collections were slow as a consequence of the unsettled political conditions.



## Automatic TEMPERATURE CONTROL

**FOR** Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago—231 E. 46th St., New York  
ALSO 41 OTHER CITIES

# POWERS REGULATOR CO.

## Cut-Out Values Lower This Week

Lower hog prices and lower cut-out values are recorded this week, due to lower prices for both fresh and cured pork meats. Light weight hogs at Chicago sold close to the lowest levels in almost 33 years and packing sows, with the exception of one year, sold this week at the lowest price since 1879. In 1896 when the price went down to \$2.40 per cwt. it was lower than the \$2.65 paid this week.

These lower prices prevailed in the face of smaller hog supplies which at the twelve principal markets totaled 355,000 head, 20,000 less than a week ago and 40,000 less than a year ago.

At Chicago there was a larger percentage of unfinished hogs with some decline in the supply of heavy butchers. Packing sows increased. Top for the

week was \$4.35 and the lowest top \$4.15. The lowest average cost, made on Tuesday, was \$3.75, equal to the lowest of the year.

The fresh pork market declined steadily during the week and cured pork meats and lard sunk to new lows for the season at Chicago with eastern consuming centers weak.

The following test, worked out on four averages of hogs on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE shows all averages cutting-out at some loss.

These values can be checked against the cut-out value of hogs at the various plants where local costs and credits as well as yields on the grade of hogs slaughtered will be substituted for those used in the sample test.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.16	\$1.07	\$1.05	\$1.03
Picnics	.30	.28	.25	.21
Boston butts	.27	.27	.27	.27
Pork loins	1.00	.98	.84	.74
Bellies, light	.81	.73	.34	.14
Bellies, heavy			.19	.38
Fat backs		.04	.14	.20
Flakes and jowls	.05	.06	.06	.07
Raw leaf	.07	.08	.08	.08
P. S. lard, rend. wt.	.51	.54	.40	.45
Spare ribs	.07	.08	.05	.05
Regular trimmings	.07	.10	.07	.07
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$4.44	\$4.27	\$3.87	\$3.73
Total cutting yield	67.50%	69.50%	70.00%	71.00%
Crediting edible and inedible offal to the totals the cost of well finished live hogs of the results are secured:				
Loss per cwt.	\$.14	\$.18	\$.34	\$.15
Loss per hog	.24	.36	.81	.43

## CANADA INCREASES SALES TAX

Imported lard, lard compound and similar substances made from animal or vegetable stearine or oils, substitutes for butter or lard and materials for use in their manufacture, formerly exempt from the Canadian sales tax, have been made taxable by the annual budget proposal presented to Parliament recently, effective April 7. Domestic lard is still tax exempt.

The basic rate of the sales tax, applying to domestic as well as to imported products, has been increased from 4 to 6 per cent, and the special excise tax on imports has been advanced from 1 to 3 per cent. The purpose of these and other tax increases proposed is declared to be to balance the Dominion budget.

## DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended April 16, 1932, amounted to 8,765 metric tons, compared with 7,697 metric tons last week, and 6,997 metric tons for the same period last year.

## 1931 DUTCH LARD EXPORTS.

Exports of lard from the Netherlands in 1931 totaled 27,374 tons, an increase of 9,403 tons, or more than 52 per cent, over 1930 exports, according to recent reports.

## LARD AND GREASE EXPORTS.

Exports of lard from New York City April 1, 1932, to April 20, 1932, totaled 8,258,162 lbs.; tallow, none; greases, 104,000 lbs.; stearine, 34,400 lbs.

## WHOLESALE PRICE DECLINES AND BUSINESS DEPRESSIONS HAVE GONE HAND IN HAND

Business trends during the past 100 years, fluctuations in wholesale commodity prices, commercial paper, bond prices and rail stock prices are plotted as shown in the chart below by Col. Leonard P. Ayres, of the Cleveland Trust Company, in an attempt to picture the past and give some clue to the trends of the future. In plotting this

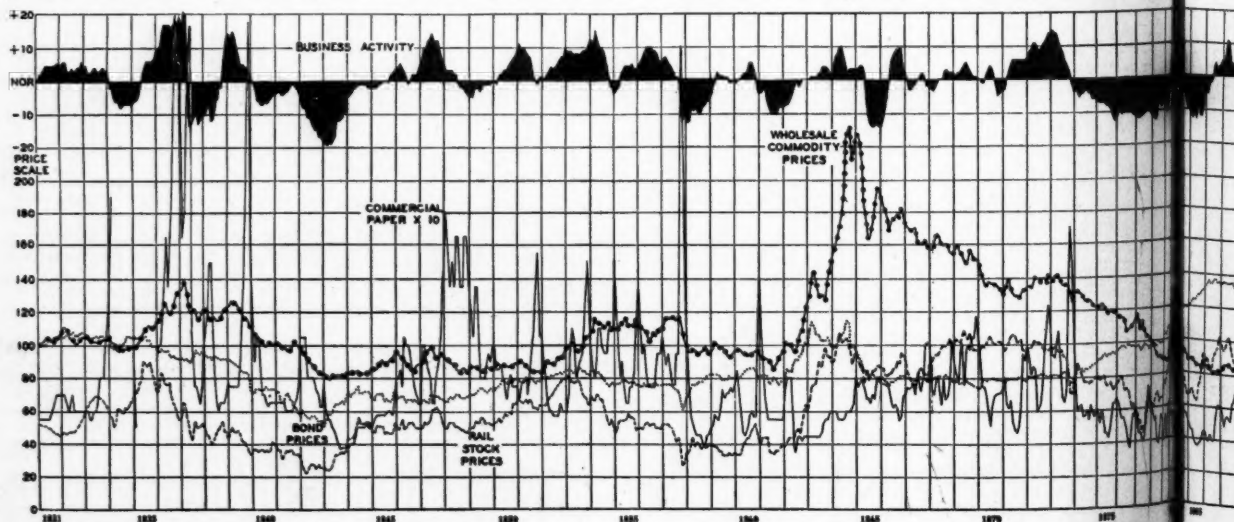
chart Col. Ayres has used the most representative items in each list during the 100-year period.

Business activity, as indicated at the top of the chart, has shown continued fluctuations throughout the 100-year period.

The longest period of prosperous business in this country took place between 1845 and 1857. Only slight subnormal periods occurred in this time.

The most protracted period of business depression occurred between 1873 and 1879. During this entire period business remained below normal.

The subnormal activity in business which began near the close of 1929, and which still continues, has reached the lowest points of business activity in the entire 100-year period. Its duration has been longer than that of the next lowest period, which extended from near



# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Moderate—Hogs Easier—Western Run Liberal—Lard at New Lows—Lard Stocks Larger—Cash Trade Fair—Sentiment Mixed.**

The market for hog products the past week was moderately active, but prices again displayed a heavy undertone as a result of easiness in hogs, a liberal western hog run, and lack of important buying power. As a result, lard again went into new low ground for the season.

Commission house liquidation in lard futures was quite evident at times, and some hedging pressure was on the market. It was also noticeable that packers and warehouse interests supported lard at times, while profit taking was also in evidence. There was some liquidation in May prior to tender day and some transferring of May to the later months.

The greater part of the speculative liquidation appeared to be in the later positions. Some selling was due to the increase in the Chicago lard stocks, with indications that the supplies would continue to gain in the immediate future. While there was some investment buying on the breaks, the rallies were feeble and outside trade was kept down somewhat by heaviness in cotton oil and weakness in the financial markets.

The elimination of American debt payments in the British budget again

brought to the front the foreign debt question, and while unsettled European conditions failed to have much influence upon foreign exchange rates, export interest in hog products was quite moderate. The outward movement continued to run comparatively lighter.

### Hog Price Drops.

Average hog price at Chicago this week dropped to 3¾c, equaling the lowest average since 1900, compared with 4c a week ago, 7.30c a year ago, and 10.05c two years ago. Despite the weakness in hog prices, pork prices advanced in an active trade, according to reports from the West, giving packers for a short time the advantage of a wider spread in their fresh pork sales.

Average weight of hogs received at Chicago last week was 237 lbs., against 237 the previous week, 239 lbs. a year ago and 236 lbs. two years ago.

Receipts of hogs at the leading western packing plants last week were 468,300 head, against 399,500 the previous week and 464,100 the same week last year.

Stocks of lard at Chicago during the first half of April increased 3,546,000 lbs. This increase was not quite up to expectations, but the stocks were nearly 17,000,000 lbs. larger than the same time last year.

Some interest was given a summary by the U. S. Bureau of Agricultural Economics, which stated: "Prices of hogs and pork in foreign markets, as

well as in the United States, averaged higher in March than in February. Marketings in Germany were slightly smaller than in the preceding month, while slaughter supplies in the United States were much smaller. Higher hog prices, coincident with a decline in corn in the United States, made for the most favorable hog corn price relationship in several months.

### Fewer Cattle on Feed.

"Other factors in the world hog situation were larger killings in Denmark during the first two weeks of March than during the first half of February, and considerably larger market supplies of hogs in Great Britain in March than a year ago.

"Lard exports from the United States to the United Kingdom in February were nearly twice as large as in January and larger than for any month in recent years."

Receipts of hogs at 63 markets during March were 2,939,072 head, a decrease of 268,136 from last year. Local slaughter was 1,967,725, an increase of 5,803.

The U. S. Department of Agriculture stated there were about 16 per cent fewer cattle on feed for market in the 11 corn belt states on April 1 this year than last, a decrease of about 235,000 head.

Official exports for the week ended April 9 were as follows: Lard, 6,537,000 lbs., against 7,191,000 lbs. last year,

## DURING PAST 25 YEARS AS SHOWN IN CHART FEATURING BUSINESS FLUCTUATIONS

the end of 1920 to the close of 1922.

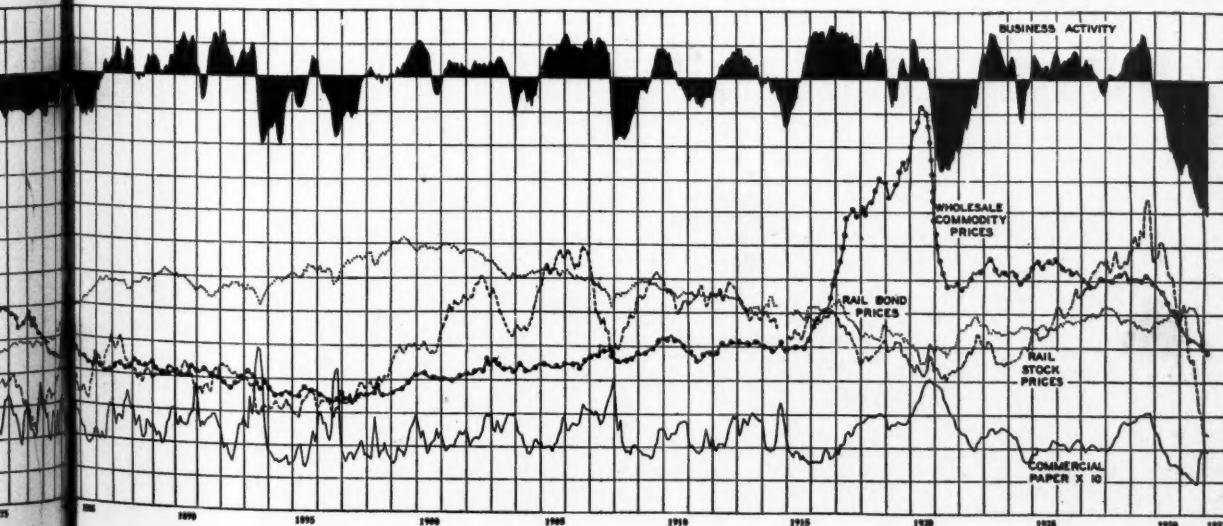
The peaks of business activity reached during the war and at fluctuating periods since that time were exceeded only once, in 1836 and 1837 when the prices of commercial paper reached the highest point in the entire 100 years.

In this period of high business activity early in the century commodity prices reached no such level as those prevailing during the World War period,

which were approached only by those of the later years of the Civil War. The general level of wholesale commodity prices is approaching the pre-war normal of 1910-1914, although there are many commodities which already have fallen to and below the low point of the 100-year period which was reached in 1894-1896.

The decline in wholesale commodity prices is recognized as one of the most

disquieting elements in the current situation, and as perhaps the most important single factor contributing to it. It is believed that business cannot get under way until this decline is checked. It would seem, therefore, that each industry producing basic commodities is warranted in utilizing every means at its command to improve economic conditions by helping to point the wholesale commodity price trend upward.





making exports from January 1 to April 9 some 177,024,000 lbs., against 213,306,000 lbs. the same time last year. Exports of hams and shoulders, including Wiltshires, for the week were 260,000 lbs., against 308,000 lbs.; bacon, including Cumberlands, 685,000 lbs., against 742,000 lbs.; pickled pork, 81,000 lbs. against 669,000 lbs.

**PORK**—Demand was fair, and the market was steady at New York. Mess was quoted at \$16.75 per barrel; family, \$18.25 per barrel; fat backs, \$12.75@14.75 per barrel.

**LARD**—Demand was fair, and the market was about steady. At New York, prime western was quoted at 4.80@4.90c; middle western, 4.60@4.70c; New York City tierces, 4%@4½c; in tins, 4½c; refined Continent, 5c; South America, 5½c; Brazil kegs, 6c; compound, car lots New York, 5%@6c; smaller lots, 6@6½c.

At Chicago, regular lard in round lots was quoted at 5c under May; loose lard, 60c under May; leaf lard 32½c under May.

See page 35 for further markets.

**BEEF**—Market was steady in the East, with demand fair. At New York, mess was nominal; packer, nominal; family, \$13.00@13.50 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$3.50; 6 lbs. South America, \$10.50; and pickled beef tongues, \$45.00@50.00 per barrel.

#### CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, Apr. 11, 1932.

**Lard**—Receipts of lard at Hamburg from April 4 to 9, 1932, inclusive, were as follows: From the United States 893 tons, from Denmark 159 tons. Packers' asking prices were \$13.25 to \$13.62½.

The slight improvements of the Chicago market did not bring about strength in the German market for American lard.

Business in German lard was dull. Prices declined slightly due to lower hog quotations.

There was a good demand for Danish lard in bladders, while lard in blocks and in tierces was neglected. About the end of the week, however, the situation was altered, with reports from Denmark respecting a threatened lock-out of the staffs of export packing houses. Offerings were already scarce at the end of the week and prices slightly increased.

In Holland, business in North American lard was dull. Dutch lard was offered liberally at declining prices. Asking prices for lard in blocks ranged from \$11.20 to \$11.60 for 220 lbs.

**Fat Backs**—Market for North American fat backs is unchanged. German fat backs declined considerably owing to the decreased hog prices, but only small quantities are available. Dutch backs are offered plentifully. Stocks in Holland have grown very large and while some packers sold at the beginning of the week at \$12.40 for 220 lbs., other refused bids of \$12.60. At the end of the week the larger packers in part sold at \$10.40 for the heavy averages, while the small packers still asked \$12.00 and more.

**Bacon**—During the week under report there were slaughtered in Den-

mark 176,942 hogs, 157,377 of which were destined for bacon export.

**Oleo Oil**—Business in oleo oil was dull at unchanged prices.

**Hog Livers**—There were no offers from North American packers. Prices for Danish livers increased in view to the threatening lock-out in Denmark. Fresh Danish livers were quoted \$20.00 for 220 lbs., while slightly pickled were offered at \$15.00.

#### UNFAIR TO OLEOMARGARINE.

Complaint was filed against the National Dairy Union by the Federal Trade Commission last fall, charging unfair methods of competition against oleomargarine, and citing detail of the acts to which objection was made. In an answer to the complaint, filed the end of February, 1932, the National Dairy Union waived a hearing on the charges and consented to an order by the commission to cease and desist from such violations of the law as were alleged in the complaint, which was listed as Docket 1988.

Under date of March 28, 1932, the commission issued this cease and desist order, the text of which follows:

"This proceeding having come on to be heard by the Federal Trade Commission upon complaint and the answer of respondent in which respondent refrains from contesting the proceeding and consents that the commission may make, enter and serve upon it an order to cease and desist, from the methods of competition charged in the complaint, and the commission being fully advised in the premises having thereupon concluded that the respondent has violated Section 5 of an Act of Congress, approved September 26, 1914, entitled 'An Act to Create a Federal Trade Commission, to define its powers and duties, and for other purposes';

"It is now ordered that the respondent, National Dairy Union, a corporation, and its agents, representatives, servants and employees, in the aid or furtherance of the production, sale and distribution of butter in interstate commerce cease and desist from:

"Representing, publishing, republishing or distributing to its members, or directly or indirectly to retail dealers, produce dealers or the consuming public

"(a) any false and defamatory statements, directly or indirectly purporting to be descriptive of the manufacture, or sale, or composition of oleomargarine;

"(b) any matter or information stating directly or by implication that oleomargarine in the ordinary and usual process of being manufactured, or coconut oil contained in such oleomargarine, is foul, filthy or unsanitary, or otherwise unfit for human consumption;

"(c) any direct statement or matter containing the implication that the sale of oleomargarine is a rich man's graft, or any false information concerning the cost of the materials used in the manufacture of oleomargarine.

"It is further ordered that the said respondent within sixty days from and after the date of the service upon it of this order shall file with the Commission a report in writing setting forth in detail the manner and form in which it is complying and has complied with the order to cease and desist hereinabove set forth."

#### COTTONSEED OIL TRADING.

**COTTONSEED OIL**—Demand for store oil at New York was rather quiet, and the market was barely steady with futures. New York, store stocks on April 15 were 780,000 lbs. of bleachable oil. The crude markets were barely steady; Southeast and Valley, 2½c; Texas, unquoted.

Market transactions at New York:

Friday, April 15, 1932.

	Range		Closing
	Sales.	High. Low.	Bid. Asked.
Spot .....			350 a ....
May .....	1	352 352	351 a 355
July .....			363 a 370
Aug. ....			368 a 390
Sept. ....			376 a 380
Oct. ....	1	387 387	384 a 390
Nov. ....			395 a 403

Sales, including switches, 2 contracts. Southeast crude 2% @ 2½c.

Saturday, April 16, 1932.

Spot .....			345 a ....
May ....	4	350 350	347 a 350
July .....			359 a 362
Aug. ....			365 a 385
Sept. ....	10	374 373	371 a 375
Oct. ....	2	380 380	372 a 381
Nov. ....			393 a 395

Sales, including switches, 16 contracts. Southeast crude, 2% @ 2½c.

Monday, April 18, 1932.

Spot .....			345 a ....
May ....			345 a 350
July .....			358 a 362
Aug. ....			363 a 388
Sept. ....	7	375 375	374 a 376
Oct. ....			378 a 383
Nov. ....	2	395 395	392 a 395

Sales, including switches, 16 contracts. Southeast crude, 2% @ 2½c.

Tuesday, April 19, 1932.

Spot .....			340 a ....
May ....	15	345 340	341 a 343
July ....	10	355 353	355 a ....
Aug. ....			360 a 385
Sept. ....	1	368 368	366 a 370
Oct. ....	7	375 374	374 a 378
Nov. ....	3	390 390	385 a 390

Sales, including switches, 36 contracts. Southeast crude, 2% @ 2½c.

Wednesday, April 20, 1932.

Spot .....			340 a ....
May ....	4	345 345	345 a 350
July .....			355 a 360
Aug. ....			360 a 390
Sept. ....	6	370 368	370 a 372
Oct. ....			377 a 382
Nov. ....	5	390 390	390 a 393

Sales, including switches, 17 contracts. Southeast crude, 2½c sales.

Thursday, April 21, 1932.

Spot .....			350 a ....
May ....		350 350	356 a 358
July ....		373 359	372 a 373
Sept. ....		374 374	382 a 388
Nov. ....		398 398	398 a 402

See page 35 for further markets.

#### P. & G. HEAD IN EUROPE.

R. R. Deupree, president of Procter & Gamble, accompanied by C. J. Huff, sales manager, has sailed for England to visit the company's English subsidiary, Thomas Hedley & Co., Ltd., at Newcastle. His visit is reported to be for the purpose of enlarging the company's facilities in England.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fair — Undertone Heavy — New Lows Again Established — Cash Trade Moderate — Crude Oil Barely Steady — Lard Weak — New Crop Preparations Progressing.**

The situation in the cotton oil market the past week was nothing more than a continuation of the conditions that have ruled for some time. Trade was on a fair scale, but the undertone was persistently heavy, and the market again slumped into new low levels for the season. The outstanding feature was liquidation in the May delivery, partly outright and partly transferring to the later positions, on the part of cotton and wire house brokers. Interests with refiners' connections were doing the reverse.

At times, there were commission house selling and local pressure brought about by lack of notable improvement in cash trade, the lack of improvement in the competing basis between lard and shortening, and the fact that the western lard market continued to show distinct weakness, the latter also falling into new low ground for the season.

On the breaks, scattered covering was in evidence in oil, and there was less disposition in evidence to press the decline at these levels. Close observers saw little or nothing in the situation to warrant taking hold on the constructive side.

### Crude Markets Quiet.

While some showers fell in the South the past week, new crop preparations appeared to be making progress. The weekly weather report stated that cotton planting made some advance, and was active in many central and eastern sections, but as a general rule only fair progress was reported. In the central and eastern belts, temperatures were too low, especially at night, for satisfactory germination of early planted cotton. Moisture was needed in the central Gulf districts.

In the western belt, planting was irregular in Texas, but progress was made in the north central portions of the state. Very good advance was reported for most parts of Arkansas, and

some planting is reported in eastern and south central Oklahoma.

Crude markets were rather quiet, but continued unsteady at the season's low point. For a time, offerings were held firmly at 2½c in the Southeast and Valley, but subsequently sales were made in those sections at 2½c, the previous low point of the season. Buyers later reduced bids in the Valley to 2½c. Little or nothing was heard from Texas, although at times the market there was quoted at 2½c bid and 2½c asked.

Cash oil and compound demand continued on a fair scale, such as has been experienced the earlier part of the season, but it was again apparent that distribution this month would fall behind the same month last year. This feature continued one of the outstanding depressing factors. There are prospects of larger seed receipts the balance of the season than a year ago. This created the impression in some quarters usually well versed that the trade was facing a

situation where it would be confronted with a carryover of a minimum of 1,800,000 barrels. This situation, it was argued, can only be changed by a sharp advance in lard.

### Export Interest Small.

Supply and demand situation is such as to keep down speculative buying power in oil, even though many in the trade look upon the present levels as unreasonably low. However, the contention that lard is relatively cheap makes for a disposition in some quarters to look upon lard as a purchase against the sale of oil.

While some small lots of oil have been clearing for export, little or nothing in the way of fresh business has been heard of of late, the foreign oil markets apparently ruling low enough to shut off foreign interest in cotton oil.

With tallow at 2½c f.o.b., it was said that crude oil would have to go to around 2c to be inviting to the soap kettle. While the latter level appears drastically low, it was said in some directions that whale oil is selling around 2½c.

**COCOANUT OIL**—Quiet and routine conditions ruled the market throughout the week, with the undertone about steady. At New York, tanks were quoted at 3½c. At the Pacific Coast tanks were quoted at 3½c. Interest was kept down somewhat by unsteadiness in some of the other oils.

**CORN OIL**—Trade was moderate, and the market was barely steady. Some business was reported to have passed at 3c f.o.b. Chicago, and the market was quoted later at that figure.

**SOYA BEAN OIL**—Quiet and nominal conditions were the rule in this quarter, with tanks at New York quoted at 3½c; tanks, f.o.b. western mills, 2½c.

**PALM OIL**—With cables lacking most of the time, and demand rather flat at New York, the market ruled quiet and about steady. Spot Nigre was quoted at 3½c; shipment Nigre, 2.95c; spot Lagos, 3½c; shipment Lagos, 3½c; 12½ per cent acid for shipment, 3½c; 20 per cent softs, 3.15c.

**PALM KERNEL OIL**—Demand

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 21, 1932.—Cotton oil futures were practically unchanged. Crude was ½c lb. lower. Texas and Oklahoma, 2½c bid. Valley, 2½c. Offerings and demand were light and stocks large. Bleachable is barely steady at 3½c lb. loose New Orleans. Upturn in lard or export demand for oil is required to infuse new life into the situation.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 21, 1932.—Crude cottonseed oil sold this week at 2½c lb.; forty-one per cent protein cottonseed meal, \$13.00; loose cottonseed hulls, \$1.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., April 21, 1932.—Prime cottonseed oil, 2½@2½c lb.; forty-three per cent meal, \$13.00; hulls, \$5.00; mill run lint, .65@¾c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

lacked improvement, and while there was no pressure from abroad, shipment oil was unsteady and quoted at New York at 3.65c.

**OLIVE OIL FOOTS**—Demand was rather slow, particularly for spot foots, but prices were steady. Spot New York was quoted nominally at 5c; shipment, 5½c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Sales were reported of buyers' tanks, f.o.b. southern mills, at 3c; the market later was called 3@ 3½c f.o.b.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Apr. 20, 1932.

Cottonseed meal market was again inactive today. Prices fluctuated within a very narrow margin. April and May were slightly stronger, but the other months were weaker. June meal sold at \$12.85. August meal was offered, without takers, at \$13.00, this also being yesterday's bid price. Volume of trading was reasonably good, being 2,200 tons. Prices held well in the face of further liquidation in the grain market.

At the \$13.00 level there is apparently more than sufficient meal for sale to supply the limited demand. With the advance of last week the demand for meal has slackened materially. Warm springlike weather is ideal for cotton planting and the picture today is more bearish than otherwise.

Cotton seed market was unchanged. Trading was light and no new features developed in the market. The market closed steady at the same price as yesterday.

## OIL MILL SUPERINTENDENTS.

Nearly 1,000 cottonseed oil mill superintendents, equipment manufacturers and others interested in the industry are expected to be present at the three-day convention of the Tri-States Cottonseed Oil Mill Superintendents' Association, to be held in Memphis, Tenn., starting June 9, 1932. At the same time an exhibit of machinery will be held in the Memphis Auditorium. Officers of the association are: Homer Barnes, president; G. O. Coker, vice president; L. E. Roberts, secretary and treasurer.

## EDIBLE FATS IN BRAZIL.

Regulations governing the manufacture, importation and sale of butter and comestible fats have been established by a Brazilian decree effective May 1. The decree provides that only the product extracted exclusively from cows' milk, or the cream thereof, may be labeled "butter." There is also established an official designation of what constitutes oleomargarine. Other provisions cover the fusion point and the amount of water, fat, etc., that certain of these products must contain.

## HULL OIL MARKETS.

Hull, England, April 20, 1932.—(By Cable).—Refined cottonseed oil, 21s 6d; Egyptian crude cottonseed oil, 19s.

## TRADE GLEANINGS

Golden Gate Sausage factory has engaged in business at 5030 Third st., San Francisco, Calif.

J. W. Sanders, of Meridian, Miss., is reported to have acquired the Magnolia Cotton Oil Mill.

Phoenix Products Company is planning construction of an abattoir in the rear of Concord ave., in the Fresh Pond section of Cambridge, Mass.

Hamel Bros. Co., Inc., sausage manufacturers, 2459 Riopelle st., Detroit, Mich., will construct an addition to their plant at the corner of Davison and Riopelle sts.

Stockmen of the Methow and Okanogan region of the state of Washington are contemplating the erection of an abattoir near Wenatchee, Wash., to be under state supervision.

A community slaughtering plant, serving butchers and producers of livestock throughout the county, has been opened on the Antone Bergk ranch on Vachel lane, at San Luis Obispo, Calif.

Glaser-Gorges Sausage Company has been organized recently and has established a packing plant at 2000 South Laredo st., San Antonio, Tex., where they will manufacture sausages, boiled hams and bacon. The company is under the management of Henry J. Glaser and Walter Gorges, the former being secretary of the Seitz Bros. Packing Co., St. Joseph, Mo.

The plant of the Huber Packing Company, Table Rock rd., Medford, Ore., was placed in operation recently. G. C. Huber, senior member of the firm, is in charge of the plant. G. M. Huber and W. D. Huber, his sons, will have charge of buying livestock and selling the product. George Huber is one of the best-known among packinghouse operating men on the Pacific Coast.

## PACKERS AID CLUB WORK.

Eleven educational trips have been offered to state livestock winners in 4-H club projects by Armour and Company. The trips will be to the National 4-H Club Congress to be held in Chicago the first week in December in conjunction with the International Livestock Exposition. The states receiving these trips are Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Texas and Wyoming.

Wilson & Co. has offered about 20 educational trips to this congress, for outstanding records in livestock club projects. Approximately 13 states are included in the Wilson offer.

## FEB. MEAT AND FAT EXPORTS.

Exports of meats and fats during February, 1932, and the two months ended February, 1932, are given by the U. S. Department of Commerce:

	Feb., 1932.	2 mos. ended Feb., 1932.
Total meat and meat products, lbs. ....	14,536,532	30,164,022
Value .....	\$1,575,060	\$3,216,126
Total animal oils and fats, lbs. ....	72,417,920	137,654,006
Value .....	\$4,295,432	\$8,594,732
Beef and veal, fresh, lbs. ....	144,922	313,560
Value .....	\$26,758	\$50,731
Beef, pickled, etc., lbs. ....	620,502	1,590,285
Value .....	\$40,830	\$110,262
Pork, fresh, lbs. ....	684,372	1,390,607
Value .....	\$53,998	\$131,451
Hams and shoulders, lbs. ....	4,025,145	7,905,972
Value .....	\$417,640	\$835,807
Bacon, lbs. ....	1,272,096	3,127,761
Value .....	\$108,060	\$256,796
Cumberland and Wiltshire sides, lbs. ....	31,085	55,800
Value .....	\$22,257	\$36,736
Pickled pork, lbs. ....	1,101,824	2,550,501
Value .....	\$81,060	\$192,865
Oleo oil, lbs. ....	3,755,791	7,543,090
Value .....	\$242,495	\$510,608
Lard, lbs. ....	96,674,135	126,528,596
Value .....	\$3,942,398	\$7,865,772
Neutral lard, lbs. ....	912,785	1,101,280
Value .....	\$40,910	\$77,934
Lard compounds, animal fats, lbs. ....	52,398	155,275
Value .....	\$3,888	\$12,671
Margarine of animal or vegetable fats, lbs. ....	42,594	96,236
Value .....	\$4,894	\$10,924
Cottonseed oil, crude, lbs. ....	5,494,506	7,494,507
Value .....	\$189,899	\$242,055
Cottonseed oil, refined, lbs. ....	535,576	1,233,691
Value .....	\$36,246	\$81,123
Lard compounds, vegetable fats, lbs. ....	289,772	559,948
Value .....	\$25,921	\$50,860
Exports of meat and meat products during February, 1931, totaled 20,591,988 lbs., valued at \$3,262,185. For the two months ended February, 1931, total exports were 46,232,050 lbs., valued at \$7,442,398 lbs. Exports of animal oils and fats during February, 1931, amounted to 73,719,401 lbs., valued at \$6,968,268, and for the two months ended February, 1931, 149,241,999 lbs., valued at \$14,667,860.		

## BRITISH MEAT IMPORTS.

Imports of bacon, frozen pork and salted pork into the United Kingdom during the first two months of 1932, with comparisons, are reported as follows:

	January-February 1932.	1931.
	Cwts.	Cwts.
Bacon, from:		
Sweden .....	84,508	98,547
Denmark .....	1,326,163	1,197,015
Poland .....	180,182	165,140
Netherlands .....	53,508	131,744
United States .....	15,352	46,000
Irish Free State .....	35,157	35,841
Canada .....	20,057	1,072
Other countries .....	182,777	64,865
Total .....	1,908,004	1,740,334
Frozen pork, from:		
United States .....	6,410	20,401
Argentina .....	10,207	11,510
New Zealand .....	15,877	23,664
Other countries .....	17,290	25,863
Total .....	49,784	69,940
Salted pork, from:		
Denmark .....	7,394	9,322
United States .....	2,024	3,261
Other countries .....	497	547
Total .....	9,915	13,000

## PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in January, 1932, with comparisons:

	Average wt. per animal.	Per cent of live weight.	Production				
	Jan. 1, 1931, to Dec. 31, 1931.	Jan., 1932.	Jan. 1, 1931, to Dec. 31, 1931.	Jan., 1932.	Jan., 5-year average.	Jan., 1931.	Per cent of live weight.
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	Pct.
Edible beef fat .....	39.63	38.62	4.14	4.06	319,194	27,218	24,981
Edible beef offal .....	29.33	29.17	3.06	3.06	286,295	21,618	19,874
Cattle hides .....	63.42	64.49	6.62	6.77	514,072	46,903	42,016
Edible calf fat .....	1.29	1.30	0.74	0.74	6,085	502	515
Edible calf offal .....	6.77	6.85	3.87	3.88	31,900	2,538	2,762
Lard .....	34.79	34.18	14.90	15.12	1,554,018	184,448	190,062
Edible hog offal .....	6.72	6.36	2.89	2.81	300,065	35,808	38,785
Pork trimmings .....	13.65	12.48	5.86	5.52	606,870	67,351	72,179
Inedible hog grease .....	2.89	2.60	1.16	1.15	120,862	13,611	13,995
Sheep edible fat .....	1.70	1.70	2.11	2.08	30,818	2,986	2,748
Sheep edible offal .....	2.07	1.98	2.57	2.40	37,276	2,567	3,047

\*Unrendered. \*Rendered.



# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were steadier the latter part of the week on commission house buying covering and limited hedge pressure. Rallies failed to hold due to barely steady hog markets and renewed weakness in grains and stocks.

### Cottonseed Oil.

Cotton oil was irregular, rallying on light offerings, short covering and a better lard market, but eased readily when outside markets weakened. Cash trade is moderate. Southeast Valley crude, 2½c bid and 2½c asked.

Quotations on bleachable cottonseed oil at New York Friday noon were:

May, \$3.50@3.58; July, \$3.64@3.73 sales; Aug., \$3.68@3.93; Sept., \$3.72@3.78; Oct., \$3.85 sales; Nov., \$3.90@3.95.

Quotations on prime summer yellow:

May, \$3.40 bid; July \$3.40 bid; Aug., \$3.50 bid; Sept., \$3.60@3.80; Oct., \$3.70@3.90; Nov., \$3.80@3.95.

### Tallow.

Tallow, extra, 2½c f.o.b.

### Stearine.

Stearine, 3½c f.o.b.

### Friday's Lard Markets.

New York, April 22, 1932. — Lard, prime western, \$4.85@4.95; middle western, \$4.65@4.75; city, 4½c; refined continent, 5½c; South American, 5½c; Brazil kegs, 6½c; compound, 5½@6c.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, April 22, 1932.—Demand poor for hams and picnics. Fairly active buying of pure refined lard but principally out of consigned stocks. No demand for square shoulders. The general market is dull but steady.

Friday's prices were as follows: Hams, American cut, 68s; hams, long cut, 80s; shoulders, square, none; picnics, 48s; short backs, 64s; bellies, clear, 52s; Canadian, 52s; Cumberlands, none; Wiltshires, none; spot lard, 38s 3d.

## EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet and was steady for the larger part, according to cabled reports to the U. S. Department of Commerce for the week ended April 16, 1932. Prices per 100 kilos: Refined lard, \$13.625; prime steam lard, \$12.75; all others remain the same as last week. Receipts of lard for the week were 1,112 metric tons, of which 94 metric tons came from Denmark and 1,016 metric tons from the United States.

Arrivals of hogs at 20 of Germany's most important markets were 78,000 at a top Berlin price of 8.65c a lb., compared with 70,000 at 9.95c a lb. for the same week of last year.

The Rotterdam market was dull. Prices were decreasing and buyers were holding off. Prices per 100 kilos: Extra neutral lard, \$14.60; extra oleo oil, \$14.70; prime oleo oil, \$13.20; extra premier jus, \$9.60; prime premier jus, \$9.40; refined lard, \$12.80.

The market at Liverpool shows little alteration.

The total of pigs bought in Ireland for bacon curing was 21,900 for the week, as compared with 16,700 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending April 6, was 144,700, compared with 100,000 for the corresponding week of last year.

## GERMAN HOG SUPPLY LESS.

(Special Report to The National Provisioner.)

Hamburg, April 16, 1932.

The total hog population of Germany on March 1, 1932, is estimated at 20,600,000 compared with 21,800,000 at the same period a year ago, indicating a decline of 1,200,000 head. Breeding sows declined 200,000 head, pigs under eight weeks of age, 700,000, pigs between eight weeks and six months, 200,000, hogs from six months to a year, 200,000 and hogs for slaughter show an increase of 100,000 head. This is the first time in two years that the hog population is under that of the previous year. While the supply of market hogs appears to be sufficient for some months to come, the census would indicate some shortage in the autumn and winter months and the possibility of increased demand for imported hog products.

## CANADIAN MEAT IMPORTS.

Imports of meat and lard into Canada during February, 1932, with comparisons for the same period last year, are given by the Dominion Bureau of Statistics as follows:

	Feb., 1932.	Feb., 1931.
	Lbs. Value.	Lbs. Value.
Beef and veal, fresh	21,345 \$2,504	15,829 \$3,038
Mutton and lamb, fresh	95,495 5,789	33,106 2,614
Pork, fresh	1,490 404	23,177 927
Other meats, fresh	6,180 541	380 99
Bacon, hams, shoulders, cured	3,730 1,239	5,931 1,762
Beef, pickled in bbls.	.....	1,500 106
Canned meats	196,477 15,987	426,778 54,798
Meats, other prepared or preserved	2,808 1,082	13,523 4,534
Pork, bbl'd. in brine	16,500 1,021	492,799 46,650
Pork, dry salted	250 33	505 88
Sausage	7,562 2,308	16,577 5,836
Other meats, salted	1,985 305	100 18
Lard	5,179 717	3,254 413
Lard compounds	105,762 4,965	6,555 951
Sausage casings, not cleaned	.....	2,885 1,775
Sausage casings, cleaned	.....	6,810 72,529

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 9 points during week ended Friday, April 15, 1932:

	Week ended Apr. 15.	Prev. week.	Cor. 1931.
Chicago	109,199	93,097	101,810
Kansas City, Kan.	53,508	40,204	43,314
Omaha	50,208	44,087	40,762
St. Louis & East St. Louis	62,408	52,304	47,561
Sioux City	27,479	22,776	34,849
St. Paul	39,739	34,747	39,151
St. Joseph	18,032	14,577	15,098
Indianapolis	19,985	16,005	20,392
New York and J. C.	38,326	28,770	27,161
Total	418,884	346,567	370,768

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 21, 1932, show exports from that country were as follows: To the United Kingdom, 81,094 quarters; to the Continent, 7,294 quarters. Exports previous week were as follows: To England, 163,218 quarters; to the Continent, 29,283 quarters.

## CZECH MEAT CONSUMPTION.

(Special Report to The National Provisioner.)

Hamburg, April 16, 1932.

According to an official statement just published, meat consumption in Czecho-Slovakia in 1931 remained unchanged at 63 lbs. per capita. The consumption of pork increased to 30 lbs., compared with 26 lbs. in the previous year and the consumption of beef declined to 26 lbs., compared with 29 lbs. in 1930. The consumption of fats dropped from 15 lbs. in 1930 to 13½ lbs. in 1931.

Hog receipts in 1931 amounted to 4,300,000 head, compared with 3,800,000 head in the previous year. Of this number, 1,840,000 head were from inland farmers, compared with 1,260,000 head in 1930.

Import of fresh pork was raised to 4,702 tons in comparison with 248 tons in the previous year. Imports of fresh beef dropped from 768 tons to 217 tons and imports of other meats dropped from 2,403 tons to 758 tons. The export of all meats was unimportant but showed a decline in all kinds.

## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during January, 1932, are reported to the U. S. Department of Commerce as follows:

	IMPORTS.		EXPORTS.	
	Sheep, lamb, and goat.	Other.	Sheep, lamb, and goat.	Other.
	Lbs. Value.	Lbs. Value.	Lbs. Value.	Lbs. Value.
Czecho-Slovakia	.....	1,458 \$1,305	.....	.....
Denmark	520 \$450	10,595 2,124	.....	.....
France	143 191	5,731 450	.....	.....
Germany	2,068 2,635	35,001 6,726	.....	.....
Greece	435 655	.....	.....	.....
Netherlands	1,585 1,535	12,555 2,007	.....	.....
Poland and Danzig	250 250	.....	.....	.....
Soviet Russia in Europe	24,270 28,648	310 423	.....	.....
United Kingdom	4,114 2,375	4,400 240	.....	.....
Canada	13,653 11,325	181,987 15,206	.....	.....
Panama	.....	587 48	.....	.....
Cuba	.....	4,831 414	.....	.....
Argentina	15,122 9,252	224,860 30,065	.....	.....
Brazil	.....	13,283 1,612	.....	.....
Chile	2,500 1,250	.....	.....	.....
Uruguay	.....	37,003 3,638	.....	.....
British India	1,700 1,690	.....	.....	.....
China	34,811 40,332	34,668 14,291	.....	.....
Iraq	11,830 7,759	290 156	.....	.....
Persia	9,448 8,716	.....	.....	.....
Syria	2,330 5,110	.....	.....	.....
Turkey	14,196 15,133	.....	.....	.....
Australia	115,398 42,651	4,004 1,122	.....	.....
New Zealand	53,072 23,341	.....	.....	.....
Union of South Africa	.....	3,000 2,357	.....	.....
Morocco	10,513 8,790	.....	.....	.....
Total	321,384 \$214,413	569,613 \$79,916	.....	.....

	EXPORTS.		EXPORTS.	
	Hog Casings.	Beef Casings.	Hog Casings.	Beef Casings.
	Lbs. Value.	Lbs. Value.	Lbs. Value.	Lbs. Value.
Belgium	.....	19,065 \$1,482	.....	.....
Denmark	.....	6,013 770	.....	.....
France	1,033 \$151	.....	.....	.....
Germany	361,502 31,742	656,100 58,032	.....	.....
Italy	6,174 841	2,140 188	.....	.....
Malta, Gozo, and Cyprus	224 76	.....	.....	.....
Netherlands	52,247 6,131	158,894 10,060	.....	.....
Norway	.....	12,142 709	.....	.....
Poland and Danzig	.....	9,000 1,073	.....	.....
Spain	42,867 4,141	22,296 1,104	.....	.....
Sweden	.....	21,950 1,961	.....	.....
Switzerland	.....	36,096 3,861	.....	.....
United Kingdom	227,026 58,543	6,045 898	.....	.....
Canada	1,228 385	3,985 397	.....	.....
Honduras	40 13	.....	.....	.....
Bermudas	485 361	.....	.....	.....
Cuba	153 168	8,146 862	.....	.....
Philippine Islands	580 115	.....	.....	.....
Portugal	37,314 18,944	.....	.....	.....
New Zealand	28,397 8,713	.....	.....	.....
Union of South Africa	.....	405 770	.....	.....
Gold Coast	.....	.....	.....	46
Total	762,000 \$130,780	963,236 \$81,352	.....	.....

Exports of "other casings" totaled 168,666 lbs., valued at \$27,556. The bulk of these went to Germany, the Netherlands, United Kingdom and Canada.

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., April 21, 1932.

**CATTLE**—Compared with week ago: Fed steers and long yearlings, weak to 25c lower, largely weak. Most of this decline developed late in week following uneven but fairly active trade earlier. Light heifer and mixed yearlings, mostly steady to 25c higher. This class got dependable outlet. Beef cows and weighty heifers, 25c lower; cutters, weak; bulls, 25@40c lower; vealers, fully \$1.00 down, prices falling back to, and in instances, below previous low time of century. Steers predominated in week's supply of cattle, but weighty offerings relatively scarce. Jewish holidays were an unsettling influence. Most fat steers, \$5.50@7.25; extreme top weighty bullocks, \$8.35; best light offerings, \$8.00. This latter price was also the practical top on heavy bullocks. Light heifer yearlings, up to \$7.00; mixed offerings, \$7.35; best heavy heifers, \$6.75. Vealers closed at \$4.00@5.00, only a few choice offerings making \$5.50@6.00.

**HOGS**—Compared with one week ago: Market 15@25c lower; packing sows, 25@35c off. Weaker fresh pork trade and narrow shipping demand were main bearish factors. Mid-week market almost down to season's previous low; week's top, \$4.35, paid Monday; closing peak, \$4.20. Late bulks: 170 to 210 lbs., \$4.00@4.10; 220 to 250 lbs., \$3.75@4.00; 260 to 310 lbs., \$3.50@3.75; 320 to 350 lbs., \$3.40@3.50; light lights, \$3.85@4.10; pigs, \$3.50@4.00; plain kinds, down to \$3.00; packing sows, \$2.85@3.00; smooth sorts, to \$3.10; heavies, down to \$2.75.

**SHEEP**—Compared with week ago: Fat lambs, mostly 50c lower; sheep, around \$1.00 lower. Closing very dull. Continued liberal receipts, in the aggregate, and sharply lower eastern dressed markets the principal depressing factors. California spring lamb movement also expected to reach sizable volume next week. Today's bulks: Better grade woolled lambs, \$6.25@6.75; few, \$6.85@7.00, lowest since early March; week's early top, \$7.50; clippers, \$6.85; unfinished woolskins, \$5.50@6.00; throwouts, \$4.50@5.00; fat ewes, \$2.00@3.00; shorn aged Texas wethers scaling 92 lbs., \$2.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., April 21, 1932.

**CATTLE**—Strength and weakness just about balanced in the market for slaughter steers and she stock, and there has been very little quotable change for the week. Strictly good and choice long fed steers are barely steady to 25c lower, and medium to good heifers are steady to strong. Choice fed cows also showed a touch of strength, but medium grades held barely steady. Bulls are 10@15c lower, and vealers about steady; practical top, \$6.00. Choice 1,408-lb. steers sold at \$7.75 and 1,290-lb. weights at \$7.60.

**HOGS**—A depressed pork trade at eastern consuming centers resulted in further losses on live hogs, with the decline carrying values to a level equaling the previous low time. Comparisons Thursday with Thursday uncovers a net decline of 20@50c. Most of the decline was on heavies and sows. Thursday's top \$3.65. Bulks: 140- to 250-lb. averages, \$3.50@3.65; 250- to 300-lb. weights, \$3.25@3.50; 300- to 350-lb. averages, \$3.10@3.30; packing sows, \$2.50@3.00; stags, \$2.50@3.00; pigs, \$2.50@3.00.

**SHEEP**—A lower trend to dressed lamb prices served to curtail outlet, and the market on all classes worked lower. Decline on lambs for the period was 50@75c; sheep, 25@50c. Thursday's bulk fed woolled lambs, \$6.00@6.25; California new crop lambs, \$7.10@7.35; shorn lambs, up to \$5.90; good and choice woolled ewes, \$2.50@3.50; shorn ewes, \$2.00@3.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., April 21, 1932.

**CATTLE**—Trade in fed steers and yearlings ruled very uneven. Choice weighty fed steers and lower priced kinds selling at \$5.50 and under, held at around steady levels, while other classes are closing at 25@40c lower rates. Choice 1,275-lb. fed steers brought \$7.75 for the week's top, and several loads of choice medium weight and heavies sold from \$7.00@7.50, but the bulk of the fed arrivals cleared from

\$5.25@6.75. Light yearlings and fat she stock held mostly steady, while cutter cows are steady to 25c lower. Bulls closed at unchanged levels, and vealers are steady to strong, with the late top at \$6.00.

**HOGS**—Considerable weakness featured the hog market early in the week, and prices dropped to new low levels for the year and the lowest locally in more than 30 years. On Tuesday, the extreme top rested at \$3.65, the lowest since 1899. Some strength developed later in the week, and final prices are mostly 10c lower on offerings scaling 240 lbs. and down. Heavier weights are 20@35c under a week ago. Choice 170 to 200 lbs. brought \$3.80 at the finish, and 170- to 250-lb. averages ranged from \$3.55@3.75. Most of the 260- to 325-lb. weights sold from \$3.25@3.55, and 140- to 160-lb. weights went from \$3.50@3.75. Packing sows are mostly 25c lower at \$2.60@3.00.

**SHEEP**—Fat lambs were extremely draggy at the close, and final values are around \$1.00 lower for the week. Choice fed lambs scored \$7.05 at the opening, but on the final session nothing sold above \$6.25. Springers were reduced 50@75c under a week ago, with no choice kinds offered at the close. A few Arizonas reached \$7.85 early, but late sales ranged from \$7.50 down. Mature sheep moved slowly at the finish, with values 25@50c lower.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, April 21, 1932.

**CATTLE**—Compared with one week ago: Steers sold mostly steady; some low priced kinds, 15@25c lower; mixed yearlings and heifers, steady to 25c lower; vealers, 75c lower; other classes generally steady. Top steers, 1,157 lbs. average, brought \$7.40. Best yearlings reached \$7.00, and bulk of all steers brought \$5.00@6.65. Most good steers sold at \$6.00@7.00; bulk of good mixed yearlings and heifers, \$5.50@6.10; top mixed yearlings, \$6.25; best heifers, \$6.40. Medium fleshed kinds went at \$5.00@5.40 largely. Most beef cows cleared at \$3.00@3.75; top, \$4.50; low cutters, \$1.50@1.75. Top sausage bulls closed at \$3.00, while good and choice vealers were maintained at \$5.75 throughout the week.

**HOGS**—After reaching a new low for the last 33 years, swine values recovered to finish mostly 10@15c lower;

# FELIX GEHRMANN

Long Distance Phone  
YARDS 0037

Private Wires to Clearing  
House Floor and  
Hog Alley

**Commission Buyer of Live Stock**

Room 606—Exchange Bldg., Union Stock Yards  
Chicago, Illinois

Information furnished  
regarding trading in  
contracts for future  
delivery, upon request

**Order Buyer of Live Stock**

**L. H. McMURRAY**

Formerly of McMurray-Johnston, Inc.

Indianapolis  
Indiana

Ft. Wayne  
Indiana

**Do you buy your Livestock  
through Recognized Purchasing Agents?**



sows, 15@25c lower. Top price was \$4.10 Thursday, with bulk 100- to 260-lb. weights, \$3.75@4.10; sows, \$2.75@3.00.

**SHEEP**—Fat lambs declined 25@50c during the week, while sheep slumped mostly 50c. Woolled lambs topped for the week at \$7.35; bulk, \$6.50@7.00. Clipped lambs were mostly medium to good at \$5.75@6.50. Spring lambs topped at \$9.25, with bulk \$8.00@9.00. Fat ewes cashed mostly at \$3.00@3.50.

## SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., April 21, 1932.

**CATTLE**—Mostly unchanged prices were current this week for slaughter yearlings and she stock, although mild shading appeared in quotations for better grade matured steers and some cows. Load lots of good long yearlings and medium weight heaves cashed at \$6.75@7.00, and small packages reached \$7.25. Bulk changed hands at \$5.00@6.50. Strictly choice heifers scored \$6.75, and cows bulked at \$3.25@4.25. Bulls finished weak at \$2.65 down for medium grades. Select vealers made \$7.00, but a 50c decline developed for others.

**HOGS**—Mild late strength arrested the mid-week crash which sent swine prices and average costs to the lowest since the '90's. The week's low top went to \$3.60, and the average cost was \$3.23. Butcher classes sold late largely 10@35c under a week ago, with most 140- to 210-lb. weights bringing \$3.40@3.65; top, \$3.75; 220 to 280 lbs., \$3.35@3.60. Good to choice 290 to 350 lbs., made \$3.00@3.25 mainly, with a few extreme weights down to \$2.85. Packing sows dropped 25@40c, with most late sales \$2.70@2.90; few on the butcher order, \$3.00.

**SHEEP**—Cautious buying orders again placed lamb trade on a draggy basis and succeeded in clipping 40@50c from last Thursday's prices. Buyers were trying for greater declines late. Strictly choice fat lambs ruled scarce, and the late bulk made \$6.00@6.25. Best held above \$6.35. Aged sheep weakened fully 25c and few late sales made over \$3.25. Best fat handy weights are quoted to \$3.50.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Apr. 20, 1932.

**CATTLE**—Only minor price changes have featured in the cattle division this week, trade in the main ruling steady. Better yearlings sold at \$7.00, bulk of the fed steer quota turning at \$5.00@6.50. Beef cows centered largely at \$3.00@4.00; butcher heifers, \$4.00@5.25; yearlings, to \$6.25. Cutters held at \$2.00@2.50, with medium grade bulls mostly \$2.25@2.65. Vealers were steady to 50c lower, medium to choice grades closing at \$3.00@5.00 today.

**HOGS**—Lightweight butcher hogs have shown very little change, while medium and heavy butchers worked 10@20c lower; packing sows, 20@35c lower. Better 140- to 220-lb. weights cashed at \$3.70@3.80; 220- to 270-lb. offerings, \$3.30@3.70; packing sows, \$2.50@2.90. Pigs held at \$3.25, or steady.

**SHEEP**—Fat lambs worked around 25c higher, choice woolled lambs reaching \$7.00; comparable clipped offerings, \$6.85; most medium grade woolled offerings, \$5.00@6.00; throwouts, down to \$4.00 and below. Slaughter ewes are unchanged, these turning from \$3.50 down.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., April 21, 1932.

**CATTLE**—Improved demand featured trading in light yearlings. Prices are strong to 25c higher than a week ago, the lower grades moving up most. Matured steers have been very uneven, with final prices weak to 25c lower. Week's top, \$7.10, for 1,288-lb. steers; nothing strictly choice available. Bulk of steers brought \$5.75@6.50, with most light yearlings, \$4.50@6.00; top mixed yearlings, \$6.65; straight heifers, \$6.25. Other cattle classes show little change. Bulk beef cows, \$3.00@4.00; top, \$4.75; cutters and low cutters, \$1.75@2.75; medium bulls, \$2.50@2.75; top vealers, \$5.50; bulk killing calves, \$3.50@4.50.

**HOGS**—The week's prices established a new record low both for top and average cost, with the top price \$3.65 Tuesday and the average price down to \$3.30 on Wednesday. The low top up to this week was \$3.75, and the lowest daily average price \$3.47. Market has recovered slightly from the week's low. Top today, \$3.80; bulk 160 to 240 lbs., \$3.60@3.80; 250 to 300 lbs., \$3.30@3.55; sows, \$2.65@3.00.

**SHEEP**—Although supplies have been moderate, the market, which had been fluctuating around the \$7.00 basis, has backed up sharply the past few days on fed lambs. Top fed lambs a week ago brought \$7.30, and indications today were that packers would get the best around \$6.25, which would be fully \$1.00 lower. Several loads California spring lambs sold today at \$7.35, or about 75c under a week ago.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., April 21, 1932.

Heaviest week-end loadings since mid-February sent hog prices downward early in the week at 21 concentration yards and 7 packing plants in Iowa and Minnesota. Current quotations are 15@25c under a week ago. Most of the increase was in fall farrowed hogs. Late bulk good to choice 170 to 220 lbs., \$3.50@3.75; 230 to 260 lbs., \$3.30@3.55; 270 to 300 lbs., \$3.15@3.35; long haul carloads above the outside price. Big weight butchers were down to \$2.80; bulk packing sows, \$2.50@2.80.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended April 21:

	This week.	Last week.
Friday, April 15.....	18,500	10,800
Saturday, April 16.....	28,400	19,800
Monday, April 18.....	64,400	54,900
Tuesday, April 19.....	9,300	13,300
Wednesday, April 20.....	10,400	16,200
Thursday, April 21.....	8,800	13,400

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor fills.

## LIVESTOCK AT 63 MARKETS.

Receipts and disposition of livestock at 63 leading markets during March, 1932, with comparisons:

	CATTLE.		
	Receipts.	Local slaughter.	Total ship-ments.
Total .....	807,001	542,995	351,359
March average, 5 years, 1927-1931..	1,030,611	606,620	408,280
CALVES.			
Total .....	479,643	343,221	131,839
March average, 5 years, 1927-1931..	517,487	369,761	144,586
HOGS.			
Total .....	2,939,072	1,967,725	969,106
March average, 5 years, 1927-1931..	3,665,986	2,233,114	1,435,423
SHEEP AND LAMBS.			
Total .....	2,114,792	1,185,039	922,495
March average, 5 years, 1927-1931..	1,775,274	967,746	801,444

## Old Fashioned Safety with

## Modern Service

The Nation's Oldest and Largest  
Livestock Buying Organization



Chicago, Ill.  
Cincinnati, Ohio  
Dayton, Ohio  
Detroit, Mich.

Indianapolis, Ind.  
Lafayette, Ind.  
Louisville, Ky.

Montgomery, Ala.  
Nashville, Tenn.  
Omaha, Nebr.  
Sioux City, Iowa

Service Department, 1315 H St., N. W., Washington, D. C.—  
C. B. Heinemann, Mgr.

# KENNETT MURRAY

LIVE STOCK BUYING ORGANIZATION



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 16, 1932, with comparisons are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour and Co.	5,475	3,972	10,420
Swift & Co.	4,376	2,529	10,811
Wilson & Co.	2,960	4,335	5,570
Morris & Co.	1,516	2,088	4,370
Anglo-Amer. Prov. Co.	1,162	.....	.....
G. H. Hammond Co.	2,421	1,694	.....
Libby, McNeill & Libby.	578	.....	.....
Shippers	8,820	20,067	24,547
Others	10,238	39,004	14,244
Brennan Pkg. Co., 5,968 hogs; Independent Pkg. Co., 1,318 hogs; Boyd, Latham & Co., 936 hogs; Hygrade Food Products Corp., 1,720 hogs; Agar Pkg. Co., 5,642 hogs.			
Total:	37,540	10,501	89,803
Not including 538 cattle, 188 calves, 37,507 hogs and 20,507 sheep bought direct.			

Not including 538 cattle, 188 calves, 37,507 hogs and 20,507 sheep bought direct.

KANSAS CITY.			
	Cattle.	Hogs.	Sheep.
Armour and Co.	2,905	4,068	6,254
Cudahy Pkg. Co.	3,118	3,826	8,232
Fowler Pkg. Co.	535	.....	.....
Morris & Co.	2,705	3,333	4,770
Swift & Co.	2,970	9,307	9,570
Wilson & Co.	2,763	4,159	5,096
Others	1,229	1,404	72
Total	16,285	26,097	34,294

OMAHA.			
	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,802	18,715	9,174
Cudahy Pkg. Co.	3,957	12,138	9,290
Dold Pkg. Co.	1,098	6,065	.....
Morris & Co.	1,355	121	2,434
Swift & Co.	4,455	10,078	11,738
Others	.....	17,464	.....
Eagle Pkg. Co., 1 cattle; Geo. Hoffman Pkg. Co., 90 cattle; Gr. Omaha Pkg. Co., 26 cattle; Omaha Pkg. Co., 119 cattle; J. Roth & Sons, 11 cattle; So. Omaha Pkg. Co., 41 cattle; Lincoln Pkg. Co., 296 cattle; Nagle Pkg. Co., 117 cattle; Sinclair Pkg. Co., 232 cattle; Wilson & Co., 450 cattle.			
Total:	18,059	64,601	33,636

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour and Co.	2,290	1,770	6,382
Swift & Co.	2,116	3,214	6,068
Morris & Co.	601	1,332	497
Hunter Pkg. Co.	1,445	.....	10,927
American Pkg. Co.	170	92	1,754
Hell Pkg. Co.	.....	.....	804
Krey Pkg. Co.	97	174	5,404
Sleoff Pkg. Co.	.....	.....	1,393
Independent Pkg. Co.	935	.....	240
Circle Pkg. Co.	.....	.....	4,806
Shippers	4,806	4,426	23,143
Others	1,760	295	18,460
Total	14,289	11,273	74,774
Not including 2,832 cattle, 2,806 calves, and 600 sheep bought direct.			

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	2,539	723	10,561
Armour and Co.	2,451	678	9,394
Others	1,327	10	3,500
Total	6,117	1,420	23,545

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	1,578	126	11,781
Armour and Co.	2,163	144	12,030
Swift & Co.	1,848	182	7,161
Smith Bros.	2,261	.....	14,951
Shippers	2,261	24	24
Others	207	24	24
Total	7,757	490	40,497

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Armour and Co.	1,506	357	5,823
Wilson & Co.	1,250	330	5,727
Others	143	47	508
Total	3,215	734	12,058
Not including 317 cattle bought direct.			

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	953	387	5,537
Dold Pkg. Co.	749	23	3,894
Wichita D. B. Co.	21	.....	.....
Dunn-Ostertag	53	.....	.....
Keefe-Le Sturgeon.	10	.....	.....
Fred W. Dold.	106	.....	.....
Total	1,919	412	9,791
Not including 6,706 hogs bought direct.			

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour and Co.	2,821	4,545	12,282
Cudahy Pkg. Co.	418	1,854	.....
Swift & Co.	3,937	6,925	17,802
United Pkg. Co.	1,977	69	.....
Others	1,002	57	23,262
Total	10,175	13,530	53,346

DENVER.			
	Cattle.	Calves.	Hogs.
Swift & Co.	1,060	81	2,285
Armour and Co.	640	169	2,361
Others	1,451	195	3,439
Total	3,160	445	8,086

MILWAUKEE.			
	Cattle.	Calves.	Hogs.
Plankinton Pkg. Co.	1,655	9,174	9,242
U. D. B. Co., N. Y.	35	.....	565
The Layton Co.	.....	.....	601
R. Gunz & Co.	83	78	63
Armour & Co., Mil.	649	4,600	.....
N. Y. Nat. Co., N. Y.	20	.....	.....
Bimble, Harrison, N. J.	.....	.....	371
Shippers	148	78	65
Others	300	334	116
Total	2,890	14,264	11,023

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Kingan & Co.	1,700	911	14,237
Armour and Co.	859	210	2,005
Hilgemeler Bros.	5	.....	1,192
Brown Bros.	114	26	210
Stump Bros.	.....	.....	100
Riverview Pkg. Co.	43	.....	329
Meier Pkg. Co.	169	8	366
Indiana Prov. Co.	33	18	243
Maass Hartman Co.	45	6	.....
Art Wabnitz	18	56	120
Hoosier Abt. Co.	10	.....	168
Shippers	2,163	2,463	21,622
Others	331	135	287
Total	5,513	3,833	40,627

CINCINNATI.			
	Cattle.	Calves.	Hogs.
S. W. Gall's Sons.	.....	.....	137
Ideal Pkg. Co.	11	.....	397
E. Kahn's Sons Co.	1,530	383	7,810
Kroger G. & B. Co.	90	263	1,548
J. Lohrey Pkg. Co.	2	.....	261
H. H. Meyer Pkg. Co.	14	.....	3,866
A. Sander Pkg. Co.	2	.....	1,047
J. Schlachter & Sons.	139	316	.....
J. & F. Schroth Co.	15	.....	3,168
John F. Stegner.	144	292	47
Shippers	151	2,180	2,824
Others	978	470	459
Total	3,064	3,914	21,580
Not including 1,406 cattle, 120 calves, 4,424 hogs and 3,612 sheep bought direct.			

RECAPITULATION.			
	Cattle.	Calves.	Hogs.
Chicago	37,540	47,000	21,080
Kansas City	16,285	15,561	16,616
Omaha	18,059	16,219	19,765
East St. Louis	14,289	12,091	17,621
St. Joseph	6,117	6,355	7,673
Sioux City	7,757	7,336	10,207
Oklahoma City	3,215	2,972	5,526
Wichita	1,919	1,635	1,718
Denver	3,160	2,980	2,375
St. Paul	10,175	8,281	11,438
Milwaukee	2,890	3,524	2,641
Indianapolis	5,513	4,670	4,348
Cincinnati	3,064	2,940	2,758
Total	129,983	128,968	121,398

HOGS.			
	Cattle.	Calves.	Hogs.
Chicago	89,803	82,144	60,267
Kansas City	26,897	16,218	20,622
Omaha	64,601	55,139	62,074
East St. Louis	74,774	65,963	97,167
St. Joseph	23,545	18,605	22,883
Sioux City	40,497	31,286	45,908
Oklahoma City	12,058	7,636	6,069
Wichita	9,791	7,067	11,755
Denver	8,086	9,140	9,637
St. Paul	53,346	45,093	44,825
Milwaukee	11,023	8,970	8,990
Indianapolis	40,627	32,367	37,934
Cincinnati	21,580	20,776	24,265
Total	476,428	400,311	453,496

SHEEP.			
	Cattle.	Calves.	Hogs.
Chicago	69,407	60,511	51,377
Kansas City	34,294	31,128	32,415
Omaha	33,636	32,655	54,682
East St. Louis	14,007	12,800	12,792
St. Joseph	31,565	35,383	40,835
Sioux City	11,447	8,941	10,026
Oklahoma City	2,411	3,739	550
Wichita	4,707	3,248	1,426
Denver	58,031	48,068	22,949
St. Paul	4,261	7,000	3,808
Milwaukee	959	554	1,174
Indianapolis	3,160	4,528	1,616
Cincinnati	5,248	6,641	6,859
Total	273,142	255,796	240,400

NEW YORK LIVESTOCK.			
	Cattle.	Calves.	Hogs.
Jersey City	4,152	11,182	396
Central Union	2,937	1,428	.....
New York	852	3,994	20,948
Total	7,941	16,004	21,399
Previous week	8,079	11,099	20,512
Two weeks ago	9,932	15,199	23,089

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.			
	Cattle.	Calves.	Hogs.
Mon., April 11	15,290	1,519	38,611
Tues., April 12	8,680	3,893	23,187
Wed., April 13	9,812	1,830	15,110
Thurs., April 14	3,705	2,910	18,538
Fri., April 15	1,371	304	18,793
Sat., April 16	300	100	7,900
This week	41,128	10,556	122,039
Previous week	39,034	11,804	110,646
Year ago	45,524	12,301	125,707
Two years ago	34,376	14,501	118,583

SHIPMENTS.			
	Cattle.	Calves.	Hogs.
Mon., April 11	3,687	235	4,421
Tues., April 12	2,462	261	2,292
Wed., April 13	2,331	228	2,384
Thurs., April 14	1,693	122	4,842
Fri., April 15	613	.....	5,135
Sat., April 16	100	.....	500
This week	11,390	846	19,574
Previous week	12,250	812	20,000
Year ago	15,332	486	20,590
Two years ago	10,867	142	22,839
Total receipts for month and year to April 16, with comparisons:			
April, 1932.	78,414	98,462	576,069
1931.	22,780	34,624	140,564
1930.	247,562	281,803	2,355,725
1929.	172,935	193,436	1,223,310

WEEKLY AVERAGE PRICE OF LIVESTOCK.			
	Cattle.	Calves.	Hogs.
Week ended Apr. 16	\$5.00	\$4.00	\$3.15
Previous week	6.40	4.05	3.50
1931	7.60	7.30	3.60
1930	11.85	10.10	5.35
1929	13.45	11.40	8.75
1928	13.20	8.80	15.20
1927	11.35	10.95	9.65
Av. 1927-1931	\$11.50	\$9.70	\$7.30

SUPPLIES FOR CHICAGO PACKERS.			
	Cattle.	Calves.	Hogs.
Week ended April 16	29,700	102,500	64,100
Previous week	23,804	90,046	39,836
1931	30,192	103,378	120,046
1930	23,500	95,544	68,697
1929	28,084	82,994	32,000
1928	29,154	75,047	33,194

HOG RECEIPTS, WEIGHTS, PRICES.			
	Cattle.	Calves.	Hogs.
Receipts, average weights and top and average prices of hogs, with comparisons:			
Week ended Apr. 16	122,000	237	\$4.50
Previous week	110,646	237	4.55
1931	123,777	239	7.95
1930	118,383	236	10.60
1929	105,218	243	12.00
1928	109,336	231	9.40
1927	107,757	241	11.65
Av. 1927-1931	112,900	238	\$10.30

		No.	Avg.	Prices—	
		Rec'd.	Wgt.	Top.	Avg.
*Week ended Apr. 16, 1932		122,000	237	\$ 4.50	\$ 4.00
Previous week		110,646	237	4.55	4.05
1931	..... week	123,777	239	7.95	7.30
1930	.....	118,383	236	10.60	10.10
1929	.....	105,218	243	12.00	11.40
1928	.....	109,336	231	9.40	8.80
1927	.....	107,757	241	11.05	10.95
Av. 1927-1931		112,900	238	\$10.30	\$ 9.70

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Apr. 21, 1932:

## RECEIPTS AT CENTERS

SATURDAY, APRIL 16, 1932.

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
LA. lt. (140-160 lbs.) gd.-ch.	3.85@4.15	3.85@4.10	3.40@3.50	3.50@3.75	3.70@3.90
LA. wt. (160-180 lbs.) gd.-ch.	4.00@4.30	4.00@4.10	3.50@3.65	3.55@3.80	3.70@3.90
Med. wt. (200-220 lbs.) gd.-ch.	3.95@4.20	3.90@4.10	3.50@3.65	3.55@3.80	3.65@3.80
(220-250 lbs.) gd.-ch.	3.75@4.05	3.75@4.00	3.40@3.55	3.50@3.75	3.40@3.70
Hvy. wt. (250-290 lbs.) gd.-ch.	3.60@3.85	3.60@3.85	3.20@3.30	3.40@3.50	3.15@3.45
(300-350 lbs.) gd.-ch.	3.40@3.65	3.50@3.65	3.05@3.30	3.15@3.40	3.00@3.55
Str. pigs (275-300 lbs.) med.-ch.	2.75@3.15	2.75@3.00	2.50@3.00	2.50@3.00	2.50@3.00
Pg. sows (100-130 lbs.) gd.-ch.	3.50@4.00	3.65@4.00		3.00@3.80	3.25@3.75
Av. cost & wt. Thurs. (pigs excl.)	3.78-237 lbs.	3.76-236 lbs.	3.35-251 lbs.	3.50-219 lbs.	

Slaughter Cattle and Calves:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (600-900 LBS.):					
Choice	7.50@8.25	6.75@7.50	7.00@7.50	6.75@7.50	7.25@8.00
Good	6.75@7.50	6.75@7.50	6.25@7.00	6.50@7.25	6.50@7.25
Medium	5.50@6.75	4.75@6.00	5.25@6.25	5.00@5.75	5.25@6.50
Common	4.75@5.75	4.00@5.00	4.25@5.25	4.00@5.00	4.00@5.25

STEERS (900-1,100 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.50@8.25	7.00@7.75	7.00@7.50	6.75@7.50	7.25@8.00
Good	6.75@7.50	6.00@7.25	6.25@7.00	5.75@6.75	6.50@7.25
Medium	5.75@6.75	5.00@6.25	5.25@6.25	5.25@6.00	5.25@6.50
Common	4.75@5.75	4.00@5.25	4.25@5.25	4.25@5.25	4.00@5.25

STEERS (1,100-1,300 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.50@8.55	7.25@8.00	7.00@7.75	6.75@7.75	7.25@8.00
Good	6.75@7.75	6.25@7.25	6.25@7.25	6.00@6.75	6.50@7.25
Medium	6.00@6.75	5.25@6.50	5.25@6.25	5.25@6.00	5.25@6.50

STEERS (1,300-1,500 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	7.75@8.55	7.25@8.00	7.25@8.00	6.75@7.75	7.25@8.25
Good	6.75@7.75	6.50@7.25	6.25@7.25	6.00@7.00	6.50@7.25

HEIFERS (550-850 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	6.00@7.00	6.00@7.00	5.75@6.25	5.75@6.50	6.25@7.00
Good	5.50@6.25	5.25@6.00	5.25@5.75	5.00@5.75	5.25@6.25
Medium	4.75@5.75	4.75@5.25	4.50@5.25	4.25@5.00	4.25@5.25
Common	4.00@4.75	4.00@4.75	3.50@4.50	3.50@4.25	3.50@4.25

COWS:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	4.25@5.00	4.25@4.50	4.25@5.00	4.25@4.75	4.00@4.75
Good	3.75@4.25	3.50@4.25	3.50@4.25	3.50@4.25	3.50@4.25
Com-med.	2.75@3.75	2.75@3.50	2.75@3.50	2.50@3.50	2.75@3.50
Low cutter and cutter	1.75@2.75	1.25@2.75	1.50@2.75	1.50@2.75	1.75@2.75

BULLS (YRLS. EX. BEEF):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	3.00@4.25	3.00@3.50	2.75@3.75	2.75@3.50	2.75@3.50
Cut-med.	2.50@3.00	2.25@3.00	2.25@2.75	2.00@2.75	2.00@2.85

VEALERS (MILK-FED):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	4.25@5.75	4.25@5.75	4.50@6.50	4.00@6.00	3.00@5.50
Medium	3.75@4.25	3.00@4.25	3.50@4.50	3.00@4.00	2.50@3.00
Cut-com.	2.50@3.50	2.00@3.00	1.50@3.50	2.00@3.00	1.75@2.50

CALVES (250-500 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Gd.-ch.	3.50@4.50	4.50@5.50	4.00@5.00	4.00@5.00	3.00@4.00
Com-med.	2.00@3.50	2.50@4.50	2.00@4.00	2.00@4.00	2.00@3.00

Slaughter Sheep and Lambs:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
SPRING LAMBS:					
Gd.-ch.				6.75@7.65	
Medium				5.75@6.75	
Common				4.75@5.75	

LAMBS:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90 lbs. down)—Gd.-ch.	6.25@7.15	6.50@7.35	5.75@6.50	5.75@6.50	6.00@6.75
(91-100 lbs.)—Med.-ch.	5.50@6.25	5.25@6.50	5.00@5.75	4.75@5.75	5.00@6.00
(All weights)—Common	5.25@7.00	5.15@7.00	4.00@5.00	3.50@4.75	3.75@5.00
(All weights)—Common	4.00@5.50	4.00@5.25	4.00@5.00	3.50@4.75	3.75@5.00

YEARLING WETHERS:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-110 lbs.)—Med.-ch.	4.00@5.50	4.00@5.50	4.00@5.25	3.50@5.00	4.00@5.50

EWES:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
(90-120 lbs.)—Med.-ch.	2.50@3.50	2.75@3.75	2.50@3.50	2.50@3.50	2.75@3.75
(120-150 lbs.)—Med.-ch.	2.00@3.00	2.50@3.50	2.25@3.25	2.25@3.25	2.25@3.50
(All weights)—Cul-com.	5.00@2.50	1.25@2.75	1.00@2.50	1.25@2.50	

\*All quotations on woolled basis.

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended April 14, 1932, with comparisons:

	Butcher Steers	Up to 1,050 lbs.	Week ended Apr. 14.	Prev. week.	Same week, 1931.
Toronto	7.00	6.50	6.50	6.80	
Montreal	6.12½	5.75	5.75	6.75	
Winnipeg	5.75	5.50	5.50	6.00	
Edmonton	5.00	5.00	5.00	5.65	
Prince Albert	4.75	4.75	4.75	5.50	
Moose Jaw	4.50	4.25	4.25	5.25	
Saskatoon	4.75	4.25	4.25	4.75	

VEAL CALVES.

	Butcher Steers	Up to 1,050 lbs.	Week ended Apr. 14.	Prev. week.	Same week, 1931.
Toronto	7.00	6.50	6.50	6.80	
Montreal	5.00	5.50	5.50	6.75	
Winnipeg	5.00	5.00	5.00	6.00	
Edmonton	6.00	6.00	6.00	8.50	
Prince Albert	5.00	5.00	5.00	8.50	
Moose Jaw	5.00	4.50	4.50	8.00	
Saskatoon	5.00	5.25	5.25	6.00	

SELECT BACON HOGS.

	Butcher Steers	Up to 1,050 lbs.	Week ended Apr. 14.	Prev. week.	Same week, 1931.
Toronto	5.10	5.45	5.45	9.25	
Montreal	5.50	5.50	5.50	9.25	
Winnipeg	5.00	4.50	4.50	8.00	
Edmonton	4.00	4.25	4.25	7.50	
Prince Albert	4.00	4.15	4.15	7.25	
Moose Jaw	4.20	4.20	4.20	7.50	
Saskatoon	4.20	3.95	3.95	7.70	
Saskatoon	4.20	4.20	4.20	7.70	

## GOOD LAMBS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 8.00	\$ 7.50	\$ 7.50	\$ 8.00	\$ 8.00	\$ 8.00	\$ 8.00	\$ 8.00
	7.00	6.00	6.00	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50

\*Spring lambs, per head.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended April 16, 1932:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended Apr. 16.	180,000	538,000	420,000
Previous week	167,000	488,000	396,000
1931	201,000	537,000	463,000
1930	172,000	552,000	363,000
1929	184,000	563,000	315,000
1928	184,000	531,000	258,000

Hogs at 11 markets:

	Cattle	Hogs	Sheep
Week ended April 16.	459,000		
Previous week	404,000		
1931	485,000		
1930	441,000		
1929	468,000		
1928	438,000		
At 7 markets:			
Week ended Apr. 16.	140,000	378,000	267,000
Previous week	123,000	340,000	239,000
1931	156,000	396,000	311,000
1930	129,000	422,000	276,000
1929	136,000	386,000	224,000
1928	133,000	363,000	176,000

WEDNESDAY, APRIL 20, 1932.

	Cattle	Hogs	Sheep
Chicago	7,000	13,000	12,000
Kansas City	3,000	3,000	12,000
Omaha	3,500	6,000	12,500
St. Louis	3,200	9,500	2,000
St. Joseph	2,000	10,500	
St. Paul	2,600	5,000	1,000
Fort Worth	1,800	1,200	16,000
Milwaukee	400	1,800	100
Denver	500	1,400	10,200
Louisville	100	800	
Wichita	100	1,600	100
Indianapolis	1,000	6,000	400
Pittsburgh	600	3,300	400
Cincinnati	200	3,300	800
Buffalo	100	1,900	1,700
Cleveland	100	400	100
Nashville	100	400	100

THURSDAY, APRIL 21, 1932.

	Cattle	Hogs	Sheep
Chicago	6,000	16,000	11,000
Kansas City	2,000	3,500	12,500
Omaha	3,500	8,500	14,000
St. Louis	2,400	9,500	3,500
St. Joseph	1,600	2,500	7,000
St. Paul	2,000	5,000	1,500
Fort Worth	1,800	1,200	16,000
Milwaukee	400	1,800	100
Denver	500	1,400	10,200
Louisville	100	800	
Wichita	100	1,600	100
Indianapolis	1,000	6,000	400
Pittsburgh	600	3,300	400
Cincinnati	200	3,300	800
Buffalo	100	1,900	1,700
Cleveland	100	400	100
Nashville	100	400	100

FRIDAY, APRIL 22, 1932.

	Cattle	Hogs	Sheep
Chicago	2,000	15,000	13,000
Kansas City	500	8,000	6,000
Omaha	1,500	11,000	1,500
St. Louis	400	8,500	800
St. Joseph	700	9,000	7,000
St. Paul	1,700	12,000	1,500
Fort Worth	200	1,500	500
Milwaukee	200	700	300
Denver	100	1,200	7,500
Louisville	100	500	200
Wichita	200	3,000	100
Indianapolis	400	6,000	100
Pittsburgh	100	1,800	500
Cincinnati	100	3,000	400
Buffalo	200	4,000	700
Cleveland	100	500	200
Nashville	100	300	1,500

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended April 16, 1932 with comparisons:

	CATTLE.		
	Week ended, Apr. 16.	Prev. week.	Cor. week, 1931.
Chicago	20,258	24,420	21,680
Kansas City	16,285	13,361	16,616
Omaha	17,906	14,960	18,655
East St. Louis	16,370	12,271	14,251
St. Joseph	6,333	6,122	6,454
Sioux City	6,084	5,067	8,616
Wichita	2,331	2,041	2,033
Fort Worth	3,900	4,245	4,794
Philadelphia	1,850	1,788	1,623
Indianapolis	1,962	1,770	1,148
New York & Jersey City	9,380	8,575	9,086
Oklahoma City		3,803	3,229
Cincinnati	3,960	3,637	3,564
Denver	2,518	2,114	2,534

Total . . . . .190,910 104,810 113,284

	HOGS.		
	Week ended, Apr. 16.	Prev. week.	Cor. week, 1931.
Chicago	97,842	85,516	101,910
Kansas City	26,097	16,218	20,622
Omaha	32,684	45,512	46,422
East St. Louis	51,631	44,904	34,312
St. Joseph	20,192	14,658	18,382
Sioux City	30,075	23,339	35,021
Wichita	16,497	11,820	7,169
Fort Worth	7,111	5,424	4,908
Philadelphia	17,020	16,518	13,617
Indianapolis	13,850	14,841	17,678
New York & Jersey City	56,199	49,356	32,617
Oklahoma City		7,636	6,069
Cincinnati	18,794	20,374	18,239
Denver	8,467	8,485	10,131

Total . . . . .417,040 362,601 376,897

	SHEEP.		
	Week ended, Apr. 16.	Prev. week.	Cor. week, 1931.
Chicago	65,367	47,343	51,377
Kansas City	34,294	31,128	32,415
Omaha	31,640	36,452	46,422
East St. Louis	11,064	8,427	8,557
St. Joseph	26,834	24,307	32,919
Sioux City	10,724	8,183	9,328
Wichita	4,707	3,248	1,426
Fort Worth	30,205	22,505	42,161
Philadelphia	8,585	9,326	6,720
Indianapolis	1,461	1,654	1,654
New York & Jersey City	78,340	79,358	69,747
Oklahoma City		3,739	550
Cincinnati	4,530	6,090	4,907
Denver	4,798	5,068	8,565

Total . . . . .313,378 276,657 318,528

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended April 16, 1932:

	Week ended, Apr. 16.	Prev. week.	Cor. week, 1931.
West. drad. meats:			
Steers, carcasses	2,163	1,989	2,757
Cows, carcasses	2,071	1,737	1,684
Bulls, carcasses	41	40	51
Veals, carcasses	984	1,296	1,901
Lambs, carcasses	18,379	17,054	18,348
Mutton, carcasses	1,437	1,403	1,362
Pork, lbs.	290,936	463,239	434,678

## STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Principal hide and skin stocks of February 29, 1932, and January 31, 1932, based on reports from 3,970 manufacturers and dealers.

	Stocks on hand and in transit.		Deliveries during Feb., 1932.
	February 29, 1932.	January 31, 1932.	
Cattle, total, hides	4,330,100	4,463,231	797,700
Steers, hides	1,806,455	1,829,003	436,798
Cows, hides	1,560,861	1,694,806	491,506
Bulls, hides	127,108	111,269	37,343
Unclassified, hides	1,036,185	1,111,239	229,508
Buffalo, hides	29,718	30,648	3,960
Calif. total, skins	2,889,245	3,290,412	937,980
Green-salted, skins	2,623,119	3,028,094	918,066
Dry or dry-salted, skins	266,126	262,318	19,894
Kip, total, skins	394,795	484,235	109,812
Green-salted, skins	323,173	422,919	109,812
Dry or dry-salted, skins	62,622	61,316	1,975
Horse, colt, ass, and mule:			
Hides	137,384	105,146	5,358
Fronts, whole	21,012	22,257	82,643
Butts, whole	243,227	257,767	65,485
Shanks	10,784	12,978	19,584
Splits, pickled, pieces	48,170	43,563	20,924
Goat and kid, skins	10,529,314	11,418,881	3,665,538
Cabretta, skins	539,921	505,753	238,446
Sheep and lamb, total, skins	13,606,247	13,083,163	2,395,571
Wool skins	1,102,049	1,177,110	877,049
Shearlings	640,913	698,631	87,931
Without wool, pickled skins	11,159,800	11,221,320	1,960,590
Without wool, dry skins	602,485	566,104	26,799
Skivers, dozens	106,847	110,225	6,333
Fleashers, dozens	3,960	3,567	8,067
Kangaroo and wallaby, skins	263,160	276,619	78,536
Deer and elk, skins	212,058	212,302	67,947
Pig and hog, skins	114,872	109,765	47,784
Pig and hog stripes, lbs.	322,790	320,967	115,534
Seal, skins	9,150	10,064	15,899

<sup>1</sup>Represents deliveries by packers, butchers, dealers, and importers.

<sup>2</sup>Domestic packer, 529,070; domestic, other than packer, 356,567; foreign, 89,123.

## HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on April 19, 1932, fixed the following price differentials between basis, premium and discount grades of hides which may be delivered against Exchange contracts. These are effective April 20, to prevail until further notice.

Following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentine in non-discount months of December, January and February.

FRIGORIFICO.		Cents per pound.
Steers		2.65 premium
Light steers		1.55 premium
Cows		2.50 premium
Ex. light cows and steers		2.40 premium

PACKER.		
Heavy native steers		No differential
Ex. light native steers		No differential
Heavy native cows		.60 discount
Light native cows		Basis
Heavy butt branded steers		No differential
Heavy Colorado steers		.60 discount
Heavy Texas steers		No differential
Light Texas steers		.60 discount
Ex. light Texas steers		.60 discount
Branded cows		.60 discount

PACKER TYPE.		
Native cows and steers		.60 discount
Branded cows and steers		1.20 discount

Differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

## N. Y. HIDE EXCHANGE FUTURES.

Saturday, April 16, 1932—Old Contracts—Close: Apr. 3.20n; May 3.65n; June 4.15b; July 4.35n; Aug. 4.55n; Sept. 4.76@4.85; Oct. 4.95n; Nov. 5.15n; Dec. 5.35 sale; Jan. 5.50n; Feb. 5.60n; Mar. 5.70n. Sales 8 lots.

New Contracts—Close: June 4.15n; July 4.35n; Aug. 4.55n; Sept. 4.75@4.90; Oct. 4.90n; Nov. 5.10n; Dec. 5.30@5.40; Jan. 5.45n; Feb. 5.60n; Mar. 5.75b. Sales 1 lot.

Monday, April 18, 1932—Old Contracts—Close: May 3.65n; June 4.15@4.25; July 4.35n; Aug. 4.55n; Sept. 4.80@4.90; Oct. 4.95n; Nov. 5.15n; Dec. 5.35@5.40; Jan. 5.50n; Feb. 5.60n; Mar. 5.70@5.85. Sales 10 lots.

New Contracts—Close: June 4.15@

4.25; July 4.35n; Aug. 4.55n; Sept. 4.75b; Oct. 4.90n; Nov. 5.10n; Dec. 5.30@5.40; Jan. 5.45n; Feb. 5.60n; Mar. 5.70b. Sales 2 lots.

Tuesday, April 19, 1932—Old Contracts—Close: May 3.65n; June 4.15@4.30; July 4.35n; Aug. 4.55n; Sept. 4.80 sale; Oct. 4.95n; Nov. 5.10n; Dec. 5.25@5.30; Jan. 5.40n; Feb. 5.50n; Mar. 5.60@5.75. Sales 10 lots.

New Contracts—Close: June 4.15@4.30; July 4.35n; Aug. 4.55n; Sept. 4.80n; Oct. 4.95n; Nov. 5.10n; Dec. 5.25@5.30; Jan. 5.40n; Feb. 5.50n; Mar. 5.65@5.75. Sales 4 lots.

Wednesday, April 20, 1932—Old Contracts—Close: May 3.80n; June 4.30@4.40; July 4.50n; Aug. 4.70n; Sept. 4.86 sale; Oct. 5.00n; Nov. 5.20n; Dec. 5.35 sale; Jan. 5.50n; Feb. 5.60n; Mar. 5.75n. Sales 28 lots.

New Contracts—Close: June 4.30@4.40; July 4.45n; Aug. 4.65n; Sept. 4.85@4.90; Oct. 5.00n; Nov. 5.15n; Dec. 5.30@5.40; Jan. 5.45n; Feb. 5.60n; Mar. 5.80n. Sales 13 lots.

Thursday, April 21, 1932—Old Contracts—Close: May 3.70n; June 4.20@4.25; July 4.40n; Aug. 4.60n; Sept. 4.75 sale; Oct. 4.90n; Nov. 5.10n; Dec. 5.25 sale; Jan. 5.40n; Feb. 5.50n; Mar. 5.65n. Sales 18 lots.

New Contracts—Close: June 4.20@4.30; July 4.35n; Aug. 4.55n; Sept. 4.70@4.80; Oct. 4.90n; Nov. 5.10n; Dec. 5.25b; Jan. 5.40n; Feb. 5.55n; Mar. 5.70n. No sales.

Friday, April 22, 1932—Old Contracts—Close: May 3.65n; June 4.15@4.35; July 4.35n; Aug. 4.55n; Sept. 4.75@4.85; Oct. 4.90n; Nov. 5.10n; Dec. 5.25n; Jan. 5.40n; Feb. 5.50n; Mar. 5.60n. Sales 15 lots.

New Contracts—Close: June 4.15@4.35; July 4.35n; Aug. 4.55n; Sept. 4.75b; Oct. 4.90n; Nov. 5.10n; Dec. 5.25b; Jan. 5.40n; Feb. 5.50n; Mar. 5.60b. Sales 1 lot.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended April 16, 1932:

	Week ended, Apr. 16.	Prev. week.	Cor. week, 1931.
West. drad. meats:			
Steers, carcasses	2,505	2,426	2,965
Cows, carcasses	885	795	682
Bulls, carcasses	240	274	266
Veals, carcasses	1,774	1,900	2,280
Lambs, carcasses	12,420	13,141	10,827
Mutton, carcasses	800	962	1,350
Pork, lbs.	474,224	538,250	506,794
Local slaughters:			
Cattle	1,850	1,758	1,623
Calves	2,917	3,010	3,067
Hogs	17,020	16,518	13,617
Sheep	8,585	9,326	6,720

## URUGUAYAN MEAT EXPORTS.

Exports of meat products from Uruguay during January, 1932, are reported as follows:

Beef quarters, frozen	35,199
Beef quarters, chilled	30,826
Sheep carcasses	4,457
Lamb carcasses	23,471
Lamb half carcasses	231
Veal half carcasses	11,490

The United Kingdom received all of the chilled beef and most of the lamb carcasses, while Continental Europe took most of the frozen beef.

The four packing plants in Uruguay slaughtered 67,515 cattle and 45,799 sheep during January. The three packing plants in Montevideo show decreases of 17 per cent and 70 per cent, respectively, for cattle and sheep in comparison with January, 1931.



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Following the movement last week, demand for packer descriptions appeared to broaden at a half-cent down from those prices to such an extent that packers finally accepted business on that basis early this week, in order to remove from the market the poorer quality winter hides still on hand.

A good movement resulted, at a half-cent down from last week on all descriptions except light native cows. Big packer sales alone are estimated around 200,000 hides at Chicago; outside packers disposed of about 60,000, about 28,000 moved at New York, and around 50,000 on the Pacific Coast, a total of around 340,000 being estimated at all markets.

Trading was generally confined to hides dating prior to April. Native and branded steers, dating January to March, composed the bulk of the winter stocks on hand, and were moved in good volume. However, a few winter steers are still available. Light native and branded cows were more closely sold up earlier and moved in a smaller way. Three large tanners accounted for a good part of the movement, with hides going principally to sole leather outlets.

With this good movement of winter stocks, the future has brightened considerably for the better quality spring hides, based on quality considerations alone.

Native steers, January to March, sold at 4c; extreme native steers also sold at 4c.

Butt branded steers moved at 4c, and Colorados at 3½c. Heavy Texas steers brought 4c, light Texas steers 3½c, and extreme light Texas steers 3½c, all dating January to March.

Heavy native cows sold at 3½c, and light native cows at 4c. Branded cows also sold at 3½c, mostly winter hides. Native bulls last sold at 3c for April take-off, and branded at 2½c, previous week.

Outside packers were also very active and first trading this week was by a Minnesota packer who moved 11,200 February-March native cows and steers, and 3,500 branded, at 3½c for both. Other outside packers followed, with upward of 45,000 hides of big packer descriptions moving at prices steady with big packer market, and dating January to March.

**FOREIGN WET SALTED HIDES**—The South American market was steady to a shade stronger. One lot of 8,000 Argentine steers sold at \$18.18 gold, equal to 5½c, c.i.f. New York, about ½c over last week. One lot of 4,000 Montevideo steers sold late this week at \$25.00 Uruguay gold, equal to 6½c, c.i.f. New York, about ½c over last week.

**SMALL PACKER HIDES**—A local small packer sold about 6,000 March-April all-weight steers and cows from an outside plant early this week at 4c for natives and 3½c for branded. Most killers still holding April hides.

Local small packer association sold 2,500 January to March native steers, heavies only, at 4c; the lights had moved earlier. Later 3,000 March heavy na-

tive cows were sold at 3½c, cleaning up March hides.

In Pacific Coast market, about 50,000 hides were sold, running well to March take-off. Trimmed hides sold at 2½c flat for cows and steers, and untrimmed hides at 2½c flat.

**COUNTRY HIDES**—The low prices ruling in the packer market have practically shut off all possibility of trading in the country market, except for an occasional distress lot of hides. It is difficult to figure country values at these levels, and quotations are mostly nominal. All-weights quoted 2½@3c, selected, delivered. Heavy steers and cows, 2½@2½c, nom.; buff weights, about 3@3½c. Extremes around 3½@4c, nom. Bulls quoted at 2c, with an early sale reported as low as 1c. All-weight branded about 2@2½c, flat, less Chicago freight.

**CALFSKINS**—Trading awaited to establish the market on packer calfskins, with quotations in a nominal way around 6@6½c; however, some packers fairly well sold up to end of February.

Chicago city calfskins declined another half-cent early this week on the heavy end, when a car 10/15-lb. sold at 5c; last trading in the 8/10-lb. was at 4½c, and this figure is asked. Outside cities, 8/15-lb., quoted around 4½c, nom.; mixed cities and countries 4@4½c; straight countries around 3½c.

**KIPSKINS**—One packer sold 2,000 February northern native kipskins at end of previous week at 5½c, followed by 2,000 March southern natives at 5c; the February-southerns had been sold earlier.

Last sale of Chicago city kipskins was at 5c. Outside cities quoted around 4½c, nom.; mixed cities and countries 4@4½c; straight countries 3½@3½c.

Last trading in March-April packer regular slunks was at 37½c.

**HORSEHIDES**—Horsehides continue slow, with occasional sales reported. Choice city renderers quotable \$1.75@2.00, and mixed city and country lots \$1.25@1.50.

**SHEEPSKINS**—Dry pelts easy at 6½@7c for full wools, short wools at half-price. Demand appears sufficient to absorb the very light production of shearlings at present. Very few No. 1's coming out, with sales previous week at 25c; further sales this week on No. 2's at 15c, and fresh clips at 10c, running well to latter, both steady prices. Pickled skins dull and quoted 75c@\$1.00 per doz. nom. for current quality straight run; some quoting \$1.00@1.15, based on recent sale of ribby lambs at \$1.15 at Chicago. New York market around \$1.25 per doz., nom. Outside small packer woolled pelts slow at 52½@62½c.

## New York.

**PACKER HIDES**—Market active and lower, on a parity with the Chicago market. All packers sold a total of 20,500 February-March Colorados early at 3½c, and about 5,000 native and butt branded January steers also sold at 4c; later, one packer sold 2,400 February-March native steers at 4c, steady.

**COUNTRY HIDES**—Country market demoralized by the recent decline in the packer market and prices quoted in a

nominal way around 3@3½c for buff weights and 3½@4c for mid-western extremes.

**CALFSKINS**—No activity reported this week in the calfskin market. The last quotations, 45@50c for 5-7's, 60@65c for 7-9's, and \$1.15@1.25 for 9-12's, are hardly representative of the market at present; trading awaited to establish values.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended April 16, 1932, were 2,975,000 lbs.; previous week, 4,823,000 lbs.; same week last year, 3,701,000 lbs.; from January 1 to April 16 this year, 58,872,000 lbs.; same period a year ago, 54,805,000 lbs.

Shipments of hides from Chicago for the week ended April 16, 1932, were 3,700,000 lbs.; previous week, 3,780,000 lbs.; same week last year, 2,157,000 lbs.; from January 1 to April 16 this year, 69,605,000 lbs.; same period a year ago, 44,015,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended April 16, 1932:

Week ended	New York.	Boston.	Phila.
Apr. 16, 1932.....	9,515	2,158	.....
Apr. 9, 1932.....	8,765	648	5,491
Apr. 2, 1932.....	7,469	.....	.....
Mar. 26, 1932.....	25,587	8,522	9,119
Total, 1932 to date. 173,963		34,673	80,870
Apr. 18, 1931.....	11,274	773	3,968
Apr. 11, 1931.....	10,404	.....	13,709
Total, 1931 to date. 234,723		20,362	118,557

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Apr. 22, 1932, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ended	Prev.	Cor. week,	
	Apr. 22.	week.	1931.	
Spr. nat. str.	5 @ 5½c	5½ @ 6c	10½ @ 11c	10½ @ 11c
Hvy. nat. str.	@ 4	@ 4½	9 @ 9½	9 @ 9½
Hvy. Tex. str.	@ 4	@ 4½	9 @ 9½	9 @ 9½
Hvy. butt brand'd str.	@ 4	@ 4½	9 @ 9½	9 @ 9½
Hvy. Col. str.	@ 3½	@ 4	8 @ 8½	8 @ 8½
Ex-light Tex. str.	@ 3½	@ 4	8 @ 8½	8 @ 8½
Brnd'd cows.	@ 3½	@ 4	8 @ 8½	8 @ 8½
Hvy. nat. cows	@ 3½	@ 4	8 @ 8½	8 @ 8½
Lt. nat. cows	@ 4	@ 4½	9 @ 9½	9 @ 9½
Nat. bulls	@ 3	@ 3½	6 @ 6½	6 @ 6½
Brnd'd bulls.	@ 2½	@ 3	5 @ 5½	5 @ 5½
Calfskins	6 @ 6½c	6 @ 7c	16 @ 17	16 @ 17
Kips, nat...	@ 5½	@ 6c	12 @ 12½	12 @ 12½
Kips, or-wt...	@ 5c	@ 5½	11 @ 11½	11 @ 11½
Kips, brand'd	4 @ 4½c	4½ @ 5c	9 @ 9½	9 @ 9½
Slunks, reg.	@ 37½	@ 37½	30 @ 30	30 @ 30
Slunks, hris.	25 @ 30	25 @ 30	25 @ 30	25 @ 30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts.	@ 4	@ 4½	@ 8½
Branded	@ 3½	@ 4	@ 8
Nat. bulls	2½ @ 3c	@ 3½	@ 5½
Brnd'd bulls.	@ 2½	@ 3	@ 4½
Calfskins	@ 4½	5 @ 5½	@ 14c
Kips	@ 5	@ 5	@ 11½
Slunks, reg.	@ 35c	@ 37½	ax 70 @ 80
Slunks, hris.	@ 20	@ 20	20 @ 25

## COUNTRY HIDES.

Hvy. steers	2½ @ 2½c	@ 3	5½ @ 6
Hvy. cows	2½ @ 2½c	@ 3	5½ @ 6
Bufs	3 @ 3½c	3½ @ 4	@ 6½
Extremes	3½ @ 4c	4 @ 4½	7½ @ 8
Bulls	@ 2c	@ 2	4 @ 4½
Calfskins	@ 3½	@ 4	10 @ 10½
Kips	3½ @ 3½c	@ 4	8 @ 8½
Light calf	25 @ 30c	25 @ 30c	50 @ 60
Deacons	25 @ 30c	25 @ 30c	50 @ 60
Slunks, reg.	@ 10c	@ 10c	25 @ 35
Slunks, hris.	@ 5c	@ 5c	10 @ 10c
Horsehides	1.25 @ 2.00	1.25 @ 2.00	2.00 @ 3.50

## SHEEPSKINS.

Pkr. lambs	.....	@ 1.00
Sml. pkr.	.....	.....
Lambs	52½ @ 62½	50 @ 60
Pkr. shearings	@ 25	25 @ 42½
Dry pelts	0½ @ 7	7 @ 8

# Chicago Section

R. J. Kahn, provision broker, New York City, was in Chicago on business this week.

Sam Stretch, the spice man, arrived in Chicago on Wednesday, and it was our first real spring day.

Vice president L. W. Pfaltzer of The Independent Casing Co., is sojourning for a week at Excelsior Springs, Mo.

E. A. Cudahy, sr., chairman of the board of the Cudahy Packing Co., has returned after several weeks spent in southern California.

L. H. Vandanacker has been appointed assistant to G. W. Byrkit, who is in charge of general plant accounting for Armour and Company.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 17,145 cattle, 7,747 calves, 26,686 hogs, 24,090 sheep.

J. J. O'Neill, of the branch house department, Cudahy Packing Co., has recovered from his recent illness and has returned to the office after seven weeks spent in Mercy hospital.

Chili Products Corp. is moving its Chicago offices from their present location at 506 S. Wabash ave., to 160 E. Illinois st., and will open for business in the new location on Monday, April 25.

Armour and Company topped the tax list in Chicago on April 7, paying in full its 1930 personal property and real estate taxes, amounting to \$725,562. Real estate taxes totaled \$457,249, and personal property taxes \$268,313.

Provision shipments from Chicago for the week ended April 16, 1932, with comparisons, were as follows:

	Week Apr. 16.	Previous week.	Same week, '31.
Cured meats, lbs.	13,484,000	10,681,000	10,405,000
Fresh meats, lbs.	34,732,000	32,238,000	39,190,000
Lard, lbs.	4,805,000	4,295,000	7,182,000

Hess-Stephenson Co. made their debut this week as provision brokers, opening offices at 327 So. La Salle street, with active trading operations from the first day. Stanley E. Hess and J. R. Stephenson, both well-known provision experts, are the members of the firm. They handle a full line of packinghouse products, beef, provisions and sausage materials.

## WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

## HALF CENTURY WITH ARMOUR.

Closing more than 48 years of service with Armour and Company, E. J. McAdams, since 1922 general office manager in charge of plants and subsidiaries, retired on pension on April 2, being succeeded by C. O. Byam. Mr. McAdams' service goes back to September 3, 1883, when the senior P. D. Armour was building up the business.



E. J. McADAMS

One of the most exciting times of his career occurred in July, 1887, when the beef house building, in which he was then employed, was completely destroyed by fire. Mr. McAdams, then a clerk in the shipping department, with other miscellaneous duties, was the last to leave the office on the night of the fire, which started about six o'clock in the evening on the first floor of the building, the office being on the top floor.

Only a few blocks away when the alarm sounded, Mr. McAdams was among the first to get back to the building and the first in the office, and with some help he succeeded in getting all the current records and papers of value moved out. Just as he took the last box of records to the end of the icing platform and dropped it to the ground the roof caved in, taking with it the whole office.

It was Mr. McAdams who conceived the idea of departmentalizing the business of the company. Having sold the idea to those in charge, he was instrumental in extending the departmental accounting system on which the present day methods are based throughout the plant. As other plants were opened or acquired he aided in installing the same system throughout the country.

Mr. McAdams retires with the best wishes for many more years of happiness not only of the entire Armour organization, but also of his many friends and acquaintances throughout the industry.

## CUDAHY OFFICES ARE MOVED.

General offices of the Cudahy Packing Co. are being transferred from the Harris Trust building to the LaSalle-Wacker building, 221 N. LaSalle st., and will open at the new address on April 25. The company will occupy the eighth, ninth and one-half of the tenth floors in its new location.

Nearly 500 people comprising the executive, sales, accounting and general administrative units of the company, with their equipment, are involved in the move, which is planned in such a way so that no time is lost from normal working office hours. Actual transfer of desks, records and other office appurtenances began Friday, April 22, after the close of business hours and continued on Saturday at closing time.

The company has maintained offices in the Harris Trust building since June, 1911, at which time headquarters of the company were moved to Chicago from Omaha, Neb. Since that time the company has trebled its business.

## INSTITUTE COMMITTEES.

(Continued from page 18.)

T. G. Lee, president of Armour and Company, continues as the chairman of the Commission on Elimination of Waste. It will be recalled that it was the Commission on Elimination of Waste that played such an important part in the proceedings that resulted in the adoption of the Code of Trade Practices by the industry.

The Commission on Inspection is the third Commission of the Institute, and for the third year of its organization Oscar G. Mayer, of Oscar Mayer & Company, Inc., serves as chairman.

Other committees, with the names of chairmen, follow:

### Other Standing Committees.

Committee on Accounting, G. M. Pelton, Swift & Company, Chicago.

Committee on Animal Feeds, T. P. Gibbons, Cudahy Packing Company, Chicago.

Business Survey Committee (Pork Division), Wm. Whitfield Woods, Institute of American Meat Packers, Chicago.

Business Survey Committee (Beef Division), Wm. Whitfield Woods, Institute of American Meat Packers, Chicago.

Committee to Confer with Live Stock Producers, Thomas E. Wilson, Wilson & Company, Chicago.

Committee on Distribution Methods, I. M. Hoagland, Armour and Company, Chicago.

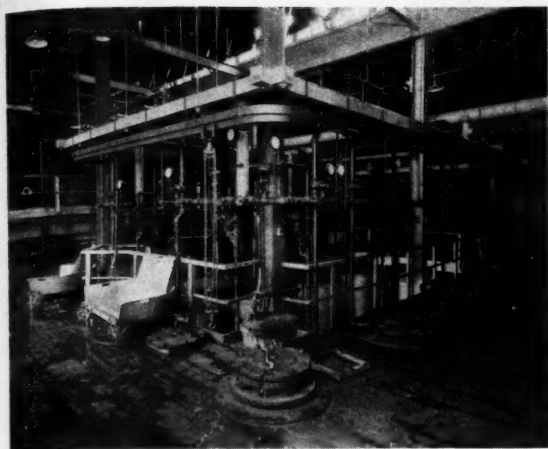
Committee on Foreign Relations and



## PACKERS COMMISSION CO.

SPECIALIZING IN DRESSED HOGS FROM THE HOG BELT

CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113



LARD TANK HOUSE FOR  
CUDAHY BROTHERS CO., CUDAHY, WISCONSIN

Built for economical rendering  
of Lard and Edible Tallow

*Building and Equipment designed by*

**H. PETER HENSCHEN**

ARCHITECT

59 E. Van Buren St.

Chicago, Ill.

Trade, Charles E. Herrick, Brennan Packing Company, Chicago.

Committee on Improved Live Stock Production, E. N. Wentworth, Armour and Company, Chicago.

Legal Committee, C. J. Faulkner, jr., Armour and Company, Chicago.

Committee on Marketing Methods (Beef), (chairman to be announced).

Committee on Membership (general), Chester G. Newcomb, Lake Erie Provision Company, Cleveland, O.

Committee on Nutrition, W. D. Richardson, Swift & Company, Chicago.

Committee on Public Relations, G. F. Swift, Swift & Company, Chicago.

Committee on Purchasing Practice, J. B. Rogers, Swift & Company, Chicago.

Committee on Retail Merchandising, Chester G. Newcomb, Lake Erie Provision Company, Cleveland, O.

Committee on Sausage, W. H. Gausselein, Mutual Sausage Company, Chicago.

Sub-Committee on Casings, C. E. Beall, Swift & Company, Chicago.

Committee on Traffic, George A. Blair, Wilson & Company, Chicago.

#### Special Committees.

Special Committee on Awards, H. P. Henschien, Chicago.

Special Committee on Canned Hams and Similar Products, L. M. Tolman, Wilson & Company, Chicago.

#### Committees on the Plan Commission.

Committee on Building Plans, G. F. Swift, Swift & Company, Chicago.

Committee on Educational Plans, Thomas E. Wilson, Wilson & Company, Chicago.

Committee on Fire and Accident Pre-

vention, N. L. Brainard, Swift & Company, Chicago.

Committee on Engineering and Experimentation, H. J. Koenig, Armour and Company, Chicago.

Committee on Packinghouse Practice, S. C. Frazee, Wilson & Company, Chicago.

Committee on Recording, R. F. Eagle, Wilson & Company, Chicago.

Committee on Standardization, W. H. Kammert, Swift & Company, Chicago.

Special Committee on Improved Methods of Slaughtering, H. J. Koenig, Armour and Company, Chicago.

Committee on Scientific Research, L. M. Tolman, Wilson & Company, Chicago.

Sub-Committee on Analytical Methods, W. H. Irwin, Swift & Company, Chicago.

Sub-Committee on Shortening Agents, R. C. Newton, Swift & Company, Chicago.

Committee on Ways and Means, (chairman to be announced).

The membership of the Executive Committee of the Institute was listed in the issue of THE NATIONAL PROVISIONER of March 12, 1932.

#### LOCAL INTERESTS BOOST MEAT.

Celebrations of a "meat for health" week will take place in Wichita, Kans., May 2-7, 1932, sponsored by the local livestock and meat interests in cooperation with the chamber of commerce, women's clubs, banks, schools and other civic institutions.

The program will include a school of meat cookery for housewives—conducted by Miss Inez S. Willson of the National Livestock and Meat Board, which

is extending full cooperation in the project—modern meat cutting demonstrations for retail meat dealers and other groups in charge of Max O. Cullen of the board, programs in the schools, radio broadcasting, billboard, newspaper and other types of advertising, all with the purpose of developing a better understanding of meat, a food product which means much to the welfare of Wichita and the entire state of Kansas.

#### BUSINESS IN NATIONAL MEET.

Public finances will be the center of discussion at the twentieth annual meeting of the Chamber of Commerce of the United States at San Francisco, Calif., May 17-20, 1932. Three sessions of the convention are scheduled to deal exclusively with governmental expenditure and taxation. Questions around which discussion will center are, the reduction of state and local budgets, the control of major costs, the control of public debts, a day of reckoning in municipal finance, adjustments required, and the effect of business influence for lower taxes.

Among those from the meat packing industry invited to speak at this convention are Oscar F. Mayer, president of Oscar F. Mayer & Co., Inc., Chicago, and Paul I. Aldrich, editor of THE NATIONAL PROVISIONER.

#### ADOLF GOBEL ESTATE.

A net estate of \$85,052 was left by Adolf Gobel, son of the founder of Adolf Gobel, Inc., according to a transfer tax report filed in Brooklyn, N. Y., recently. The gross estate was \$162,445.

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

PROVISION  
BROKER

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

BONELESS BEEF and VEAL  
CAR LOTS BARREL LOTS



Price U. S. Yards, CHICAGO Quality Service



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
April 21, 1932.

## REGULAR HAMS.

	Green.	Sweet Pickled.
Standard.	Standard.	Fancy.
8-10 .....	9 1/4	10 1/4
10-12 .....	8 3/4	9 1/4
12-14 .....	8 1/2	9 1/2
14-16 .....	8 1/2	9 1/2
10-16 range .....	8 1/2	9 1/2

## BOILING HAMS.

	Green.	Sweet Pickled.
Standard.	Standard.	Fancy.
16-18 .....	8 1/4	8 1/2
18-20 .....	8 1/4	8 1/2
20-22 .....	8 1/4	8 1/2
16-22 range .....	8 1/4	8 1/2

## SKINNED HAMS.

	Green.	Sweet Pickled.
Standard.	Standard.	Fancy.
10-12 .....	9 1/4	10 1/4
12-14 .....	9 1/4	10 1/4
14-16 .....	9 1/4	10 1/4
16-18 .....	9 1/4	10 1/4
18-20 .....	9 1/4	10 1/4
20-22 .....	9 1/4	10 1/4
22-24 .....	9 1/4	10 1/4
24-26 .....	8 1/2	9 1/2
26-30 .....	8 1/2	9 1/2
30-35 .....	8 1/2	9 1/2

## PICNICS.

	Green.	Sweet Pickled.
Standard.	Standard.	Sh. Shank.
4-6 .....	5 1/4	5 1/4
6-8 .....	5 1/4	5 1/4
8-10 .....	4 1/4	4 1/4
10-12 .....	4 1/4	4 1/4
12-14 .....	4 1/4	4 1/4

## BELLIES.

	Green.	Cured.
Sq. Scls.	S.P.	Dry Cured.
6-8 .....	7 1/4	7 1/4
8-10 .....	7 1/4	7 1/4
10-12 .....	7 1/4	7 1/4
12-14 .....	6 1/4	6 1/4
14-16 .....	6 1/4	6 1/4
16-18 .....	6 1/4	6 1/4

## D. S. BELLIES.

	Standard.	Fancy.
14-16 .....	4 1/4	4 1/4
16-18 .....	4 1/4	4 1/4
18-20 .....	4 1/4	4 1/4
20-25 .....	4 1/4	4 1/4
25-30 .....	4 1/4	4 1/4
30-35 .....	4 1/4	4 1/4
35-40 .....	4 1/4	4 1/4
40-50 .....	4 1/4	4 1/4
50-60 .....	4 1/4	4 1/4

## D. S. FAT BACKS.

	Standard.	Export Trim.
8-10 .....	3 1/4	4 1/4
10-12 .....	4 1/4	4 1/4
12-14 .....	4 1/4	4 1/4
14-16 .....	4 1/4	4 1/4
16-18 .....	4 1/4	4 1/4
18-20 .....	5 1/4	5 1/4
20-25 .....	6 1/4	6 1/4

## OTHER D. S. MEATS.

Extra short clears .....	35-45	4 1/4 n
Extra short ribs .....	35-45	4 1/4 n
Regular plates .....	6-8	3 1/4
Clear plates .....	4-6	3 1/4
Jowl butts .....	3	3 1/4
Green square jowls .....	3	3 1/4
Green rough jowls .....	3 1/2	3 1/2

## FUTURE PRICES.

SATURDAY, APRIL 16, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.35	4.37 1/2	4.35	4.35ax
July .....	4.35	4.35	4.50	4.50ax
Sept. ....	4.65	4.65	4.62 1/2	4.62 1/2
Oct. ....	4.62 1/2	4.62 1/2	4.62 1/2	4.62 1/2ax
CLEAR BELLIES—				
May .....	4.90	4.90	4.75ax	4.90
July .....	4.90	4.90	5.15ax	4.90
Sept. ....	4.90	4.90	5.15ax	4.90

MONDAY, APRIL 18, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.35	4.35	4.30—	4.30—ax
July .....	4.50	4.50	4.45	4.45ax
Sept. ....	4.62 1/2	4.62 1/2	4.57 1/2	4.57 1/2
Oct. ....	4.60	4.60	4.57 1/2	4.57 1/2ax
CLEAR BELLIES—				
May .....	4.75	4.75	4.75ax	4.75ax
July .....	4.85	4.85	4.85	4.85
Sept. ....	5.12 1/2	5.12 1/2	5.12 1/2	5.12 1/2

TUESDAY, APRIL 19, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.25	4.27 1/2	4.22 1/2—	4.25
July .....	4.37 1/2	4.37 1/2	4.35	4.40
Sept. ....	4.52 1/2	4.52 1/2	4.50—b	4.50—b
Oct. ....	4.50	4.52 1/2	4.47 1/2—	4.50ax
CLEAR BELLIES—				
May .....	4.70	4.70	4.55	4.55ax
July .....	4.85	4.85	4.70	4.70
Sept. ....	5.06	5.06	4.87 1/2	4.87 1/2

WEDNESDAY, APRIL 20, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.25	4.30	4.25	4.27 1/2
July .....	4.42 1/2	4.42 1/2	4.40—	4.40—ax
Sept. ....	4.57 1/2	4.57 1/2	4.52 1/2	4.55ax
Oct. ....	4.52 1/2	4.52 1/2	4.50—	4.50—ax
CLEAR BELLIES—				
May .....	4.55	4.55	4.55	4.55
July .....	4.70	4.70	4.70	4.70
Sept. ....	4.87 1/2	4.87 1/2	4.87 1/2	4.87 1/2

THURSDAY, APRIL 21, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.32 1/2	4.35	4.32 1/2	4.35b
July .....	4.42 1/2	4.47 1/2	4.42 1/2	4.47 1/2b
Sept. ....	4.57 1/2	4.60	4.55—	4.60ax
Oct. ....	4.52 1/2	4.52 1/2	4.50—	4.57 1/2ax
CLEAR BELLIES—				
May .....	4.55	4.55	4.55ax	4.55ax
July .....	4.70	4.70	4.70	4.70
Sept. ....	4.87 1/2	4.87 1/2	4.87 1/2	4.87 1/2

FRIDAY, APRIL 22, 1932.

	Open.	High.	Low.	Close.
LARD—				
May .....	4.35	4.35	4.35b	4.35b
July .....	4.47 1/2	4.47 1/2	4.47 1/2	4.47 1/2
Sept. ....	4.62 1/2	4.62 1/2	4.62 1/2ax	4.62 1/2ax
Oct. ....	4.60ax	4.60ax	4.60ax	4.60ax
CLEAR BELLIES—				
May .....	4.50	4.50	4.50	4.50
July .....	4.70	4.70	4.70	4.70
Sept. ....	4.87 1/2	4.87 1/2	4.87 1/2	4.87 1/2

Key: ax, asked; b, bid; n, nominal; —, split.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## ANIMAL OILS.

Prime edible lard oil .....	@ 8 1/2
Headlight burning oil .....	@ 7 1/2
Prime winter strained .....	@ 7 1/4
Extra winter strained .....	@ 7
Extra lard oil .....	@ 6 1/2
Extra No. 1 .....	@ 6 1/2
No. 2 lard .....	@ 6 1/4
Acidless tallow oil .....	@ 6
20° C. T. neatfoot .....	@ 12 1/2
Pure neatfoot .....	@ 8 1/2
Special neatfoot .....	@ 7
Extra neatfoot .....	@ 6 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

## COOPERAGE.

Ash pork barrels, black iron hoops .....	\$1.35 @ 1.37 1/2
Oak pork barrels, black iron hoops .....	1.40 @ 1.42 1/2
Ash pork barrels, galv. iron hoops .....	1.52 @ 1.55
White oak ham tierces .....	2.37 1/2 @ 2.40
Red oak lard tierces .....	1.82 1/2 @ 1.85
White oak lard tierces .....	1.97 1/2 @ 2.00

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended April 16, 1932:

## HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Apr. 15, 1932.	Apr. 16, 1932.	Apr. 17, 1932.	Jan. 1 to Apr. 16, 1932.
Total .....	755	379	290	10,922
To Belgium .....	.....	.....	.....	.....
United Kingdom .....	691	336	206	8,916
Other Europe .....	6	4	10	24
Cuba .....	49	4	37	1,128
Other countries .....	9	30	15	776

## BACON INCLUDING CUMBERLANDS.

Total .....	314	254	685	6,915
To Germany .....	30	.....	.....	96
United Kingdom .....	116	181	549	4,127
Other Europe .....	31	90	10	262
Cuba .....	117	.....	122	2,128
Other countries .....	20	93	4	271

## PICKLED PORK.

Total .....	10	58	81	3,362
To United Kingdom .....	.....	12	.....	131
Other Europe .....	3	3	.....	28
Canada .....	22	50	.....	286
Other countries .....	7	33	19	2,350

## LARD.

Total .....	6,255	8,293	6,537	183,279
To Germany .....	1,456	3,560	1,202	47,427
Netherlands .....	640	.....	450	11,506
United Kingdom .....	1,379	2,893	3,590	90,185
Other Europe .....	982	828	500	7,974
Cuba .....	235	355	340	12,282
Other countries .....	1,563	837	476	24,086

## TOTAL EXPORTS BY PORTS.

Week ended April 16, 1932.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pork, M lbs.	Lard, M lbs.
Total .....	755	314	10	6,255
Boston .....	.....	.....	.....	28
Detroit .....	247	67	.....	394
Port Huron .....	35	.....	.....	2
Key West .....	49	117	.....	.....
New Orleans .....	9	2	7	1,613
New York .....	415	138	3	3,562
Philadelphia .....	.....	.....	.....	.....
Baltimore .....	.....	.....	.....	581

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (total) .....	691	116
Liverpool .....	389	118
Small crystals .....	75	.....
Manchester .....	15	.....
Glasgow .....	210	.....
Other United Kingdom .....	2	.....

	Lard, M lbs.
Exported to:	
Germany (total) .....	1,456
Hamburg .....	1,182

Exports to Europe only.

## CURING MATERIALS.

Nitrite of soda, 1 c. l. Chicago .....	10 1/4
Salt peter, 25 bbl. lots, f.o.b. N. Y.:	
Dbl. refined granulated .....	5 1/4
Small crystals .....	7 1/4
Medium crystals .....	7 1/4
Large crystals .....	8
Bbl. retd. gran. nitrate of soda .....	3 1/2
Less than 25 bbl. lots, 1/2 c. more.	

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk .....	\$6.86
Medium, carlots, per ton, f.o.b. Chicago, bulk .....	0.36
Rock, carlots, per ton, f.o.b. Chicago .....	0.79

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans .....	\$21.0
Second sugar, 96 basis .....	18.0
Syrup testing 63 to 66 combined moisture and invert, New York .....	@ 3.35
Standard gran. f.o.b. refiners (2%) .....	@ 3.17 1/2
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....	@ 3.17 1/2
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....	@ 3.07 1/2

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice .....	6	8
Cinnamon .....	12	16
Cloves .....	15	20
Coriander .....	8	1
Ginger .....	.....	.....
Mace .....	45	18
Nutmeg .....	12	15
Pepper, black .....	12	15
Pepper, Cayenne .....	.....	.....
Pepper, red .....	14 1/2	18
Pepper, white .....	.....	.....

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

2401 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Week ended April 20, 1932.	Cor. week, 1931.
Prime native steers—	18
400-600 .....	14 1/2 @ 15
600-800 .....	12 @ 13
800-1000 .....	13 1/2 @ 14
Good native steers—	15
400-600 .....	12 1/2 @ 13
600-800 .....	12 @ 13
800-1000 .....	12 @ 13
Medium steers—	13 1/2 @ 14
400-600 .....	10 1/2 @ 12
600-800 .....	10 1/2 @ 11 1/2
800-1000 .....	11 @ 11 1/2
Heifers, good, 400-600 .....	7 @ 9
Overs, 400-600 .....	7 @ 9
Hind quarters, choice .....	20 @ 20
Fore quarters, choice .....	10 @ 10

## Beef Cuts.

Steer loins, prime .....	@ 32	@ 37 1/2
Steer loins, No. 1 .....	@ 31	@ 37
Steer loins, No. 2 .....	@ 24	@ 30
Steer short loins, prime .....	@ 45	@ 40
Steer short loins, No. 1 .....	@ 43	@ 48
Steer short loins, No. 2 .....	@ 30	@ 36
Steer loin ends (hips) .....	@ 20	@ 26
Steer loin ends, No. 2 .....	@ 20	@ 25
Ow loins .....	@ 16	@ 23
Ow short loins .....	@ 18	@ 28
Ow loin ends (hips) .....	@ 14	@ 15
Steer ribs, prime .....	@ 22	@ 27
Steer ribs, No. 1 .....	@ 19	@ 22
Steer ribs, No. 2 .....	@ 18	@ 21
Ow ribs, No. 1 .....	@ 10	@ 13
Ow ribs, No. 2 .....	@ 9	@ 11
Steer rounds, prime .....	@ 13	@ 17
Steer rounds, No. 1 .....	@ 12 1/2	@ 15 1/2
Steer rounds, No. 2 .....	@ 12 1/2	@ 15 1/2
Steer chuck, prime .....	@ 10 1/2	@ 14
Steer chuck, No. 1 .....	@ 9 1/2	@ 11 1/2
Steer chuck, No. 2 .....	@ 9	@ 10
Cow rounds .....	@ 9 1/2	@ 12 1/2
Ow chuck .....	@ 9	@ 10
Steer plates .....	@ 7 1/2	@ 9
Medium plates .....	@ 4 1/2	@ 6 1/2
Briskets, No. 1 .....	@ 13	@ 15
Steer navel ends .....	@ 4 1/2	@ 5
Ow navel ends .....	@ 4	@ 5
Fore shanks .....	@ 8	@ 10
Hind shanks .....	@ 5	@ 6
Strip loins, No. 1, bbls. .....	@ 48	@ 60
Strip loins, No. 2 .....	@ 43	@ 50
Sirloin butts, No. 1 .....	@ 27	@ 32
Sirloin butts, No. 2 .....	@ 17	@ 22
Beef tenderloins, No. 1 .....	@ 60	@ 65
Beef tenderloins, No. 2 .....	@ 50	@ 55
Rump butts .....	@ 18	@ 24
Flank steaks .....	@ 18	@ 20
Shoulder clods .....	@ 8	@ 12
Hanger tenderloins .....	@ 9	@ 14
Insides, green, 5/6 lbs. .....	@ 7 1/2	@ 9 1/2
Outsides, green, 5/6 lbs. .....	@ 9	@ 12 1/2
Kumchies, green, 5/6 lbs. .....	@ 9	@ 14

## Beef Products.

Brains (per lb.) .....	@ 5	@ 8
Hearts .....	@ 3 1/2	@ 6
Tongues .....	@ 16	@ 20
Sweetbreads .....	@ 17	@ 18
Ox-tails, per lb. .....	@ 10	@ 10
Fresh tripe, plain .....	@ 4	@ 8
Fresh tripe, H. C. .....	@ 16	@ 10
Livers .....	@ 17	@ 10
Kidneys, per lb. .....	@ 11	@ 10

## Veal.

Choice carcasses .....	9 @ 10	@ 14
Good carcasses .....	7 @ 8	@ 13
Good saddles .....	14 @ 15	@ 16
Good racks .....	5 @ 6	@ 12
Medium racks .....	5 @ 6	@ 7

## Veal Products.

Brains, each .....	@ 7	@ 8
Sweetbreads .....	@ 47	@ 50
Calf livers .....	@ 47	@ 55

## Lamb.

Choice lambs .....	@ 16	@ 20
Medium lambs .....	@ 15	@ 18
Choice saddles .....	@ 19	@ 26
Medium saddles .....	@ 17	@ 24
Medium fores .....	@ 15	@ 13
Lamb fries, per lb. .....	@ 13	@ 12
Lamb tongues, per lb. .....	@ 10	@ 16
Lamb kidneys, per lb. .....	@ 10	@ 25

## Mutton.

Heavy sheep .....	@ 6	@ 7
Light sheep .....	@ 10	@ 9
Light saddles .....	@ 9	@ 9
Heavy fores .....	@ 13	@ 11
Light fores .....	@ 4	@ 6
Mutton legs .....	@ 7	@ 8
Mutton loins .....	@ 14	@ 15
Mutton loins .....	@ 10	@ 8
Mutton stew .....	@ 5	@ 5
Sheep tongues, per lb. .....	@ 10	@ 10
Sheep heads, each .....	@ 8	@ 10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av. .....	@ 12 1/2	@ 20
Picnic shoulders .....	@ 7	@ 11
Skinned shoulders .....	@ 7 1/2	@ 11
Tenderloins .....	@ 30	@ 45
Spare ribs .....	@ 6	@ 9
Back fat .....	@ 7	@ 10
Boston butts .....	@ 8	@ 13
Boneless butts, cellar trim, 2@4 .....	@ 11	@ 20
Hocks .....	@ 6	@ 10
Tails .....	@ 5	@ 10
Neck bones .....	@ 3	@ 4
Slip bones .....	@ 9	@ 13
Blade bones .....	@ 6	@ 11
Pigs' feet .....	@ 3	@ 5
Kidneys, per lb. .....	@ 5	@ 8
Livers .....	@ 4	@ 5 1/2
Brains .....	@ 8	@ 12
Ears .....	@ 4 1/2	@ 5
Snouts .....	@ 5	@ 7
Heads .....	@ 5	@ 9

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons .....	@ 19
Country style sausage, fresh in link .....	@ 17
Country style pork sausage, smoked .....	@ 15
Frankfurts in sheep casings .....	@ 17
Frankfurts in hog casings .....	@ 16
Bologna in beef bungs, choice .....	@ 14 1/2
Bologna in cloth, paraffined, choice .....	@ 13
Bologna in beef middles, choice .....	@ 14
Liver sausage in beef rounds .....	@ 11 1/2
Smoked liver sausage in hog bungs .....	@ 17 1/2
Liver sausage in hog bungs .....	@ 14
Head cheese .....	@ 14
New England luncheon specialty .....	@ 15 1/2
Mixed luncheon specialty, choice .....	@ 17
Tongue sausage .....	@ 15
Blond sausage .....	@ 15
Souse .....	@ 15
Polish sausage .....	@ 14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs .....	@ 38
Thuringer cervelat .....	@ 15 1/2
Farmer .....	@ 24
Holsteiner .....	@ 22
B. C. salami, choice, in hog bungs .....	@ 37
Milano salami, choice, in hog bungs .....	@ 34
B. C. salami, new condition .....	@ 15 1/2
Frissies, choice, in hog middles .....	@ 29
Genoa style salami .....	@ 40
Pepperoni .....	@ 27
Mortadella, new condition .....	@ 15 1/2
Capicola .....	@ 38
Italian style hams .....	@ 29
Virginia hams .....	@ 39

## SAUSAGE MATERIALS.

Regular pork trimmings .....	4 @ 4 1/2
Special lean pork trimmings .....	6 @ 6 1/2
Extra lean pork trimmings .....	7 @ 7 1/2
Neck bone trimmings .....	4 1/2 @ 5
Pork cheek meat .....	@ 5
Pork hearts .....	@ 5
Pork livers .....	@ 3 1/2
Native boneless bull meat (heavy) .....	@ 6 1/2
Boneless chucks .....	6 1/2 @ 6 1/2
Shank meat .....	@ 5 1/2
Beef trimmings .....	@ 5 1/2
Beef checks (trimmings) .....	@ 3 1/2
Dressed canners, 350 lbs. and up .....	4 1/2 @ 5
Dressed cutter cows, 400 lbs. and up .....	@ 5 1/2
Dr. bologna bulls, 600 lbs. and up .....	@ 5 1/2
Beef tripe .....	@ 2
Pork tongues, canner trim S. P. .....	@ 7

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Price quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack .....	20
Domestic rounds, 140 pack .....	33
Export rounds, wide .....	45
Export rounds, medium .....	31
Export rounds, narrow .....	33
No. 1 weasands .....	18
No. 2 weasands .....	17
No. 1 bungs .....	10
No. 2 bungs .....	10
Middles, regular .....	30
Middles, select, wide, 2@2 1/4 in. diameter 1.25 .....	1.25
Middles, select, extra wide, 2 1/4 in. and over .....	2.25
Dried hindquarters:	
12-15 in. wide, flat .....	1.70
8-10 in. wide, flat .....	1.20
6-8 in. wide, flat .....	.40 and 45
Hog casings:	
Narrow, per 100 yds. .....	2.75
Narrow, special, per 100 yds. .....	2.25
Medium, regular .....	1.10
Wide, per 100 yds. .....	.55
Extra wide, per 100 yds. .....	.65
Export bungs .....	.30
Large prime bungs .....	.22
Medium prime bungs .....	.10 and 12
Small prime bungs .....	8 and 7
Middles, per set .....	.20
Stomachs .....	.12

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate .....	\$4.50
Large tins, 1 to crate .....	5.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate .....	5.75
Large tins, 1 to crate .....	6.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate .....	4.75
Large tins, 1 to crate .....	5.75

## DRY SALT MEATS.

Extra short clears .....	@ 5
Extra short ribs .....	@ 5
Short clear middles, 60-lb. av. .....	@ 3 1/2
Clear bellies, 15@20 lbs. .....	@ 4 1/2
Clear bellies, 14@16 lbs. .....	@ 4 1/2
Rib bellies, 20@25 lbs. .....	@ 4 1/2
Rib bellies, 25@30 lbs. .....	@ 4 1/2
Fat backs, 10@12 lbs. .....	@ 4
Fat backs, 14@16 lbs. .....	@ 4 1/2
Regular plates .....	@ 3 1/2
Butts .....	@ 3

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs. .....	@ 15
Fancy skd. hams, 14@16 lbs. .....	@ 16
Standard reg. hams, 14@16 lbs. .....	@ 14
Picnic, 4@8 lbs. .....	@ 11
Fancy bacon, 6@8 lbs. .....	@ 16 1/2
Standard bacon, 6@8 lbs. .....	@ 13
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs. .....	@ 35
Outsides, 5@9 lbs. .....	@ 24
Knuckles, 5@9 lbs. .....	@ 27
Cooked hams, choice, skin on, fattened .....	@ 21
Cooked hams, choice, skinless, fattened .....	@ 22
Cooked picnics, skin on, fattened .....	@ 16
Cooked picnics, skinned, fattened .....	@ 17
Cooked loin roll, smoked .....	@ 31

## BARRELED PORK AND BEEF.

Meas pork, regular .....	\$ @ 14.00
Family back pork, 24 to 34 pieces .....	@ 17.00
Family back pork, 35 to 45 pieces .....	@ 15.00
Clear back pork, 40 to 50 pieces .....	@ 14.00
Clear plate pork, 25 to 35 pieces .....	@ 11.00
Brisket pork .....	@ 10.50
Bean pork .....	@ 11.00
Plate beef .....	@ 13.00
Extra plate beef, 200 lb. bbls. .....	@ 14.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl. .....	\$12.00
Honeycomb tripe, 200-lb. bbl. .....	15.00
Pocket honeycomb tripe, 200-lb. bbl. .....	17.00
Pork feet, 200-lb. bbl. .....	15.50
Pork tongues, 200-lb. bbl. .....	35.00
Lamb tongues, short cut, 200-lb. bbl. .....	37.00

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago .....	@ 11
Nut, 1-lb. cartons, f.o.b. Chicago .....	@ 8 1/2
(30 and 60-lb. solid packed tubs, 1c per lb. less.) .....	
Pastry, 60-lb. tubs, f.o.b. Chicago .....	@ 10

## LARD.

Prime steam, cash (Ed. Trade) .....	@ 4.32 1/2
Prime steam, loose (Ed. Trade) .....	@ 3.80
Kettle, rendered, tierces, f.o.b. Chgo. .....	@ 5 1/2
Refined lard, tierces, f.o.b. Chicago .....	@ 5
Leaf, kettle rendered, tierces, f.o.b. Chicago .....	@ 5 1/2
Neutral, in tierces, f.o.b. Chicago .....	@ 5 1/2
Compound, vegetables, tierces, c.a.f. .....	@ 6

## OLEO OIL AND STEARINE.

Oleo stocks .....	4 @ 4 1/2
Extra oleo oil .....	5 1/2 @ 6
Prime No. 1 oleo oil .....	5 1/2 @ 6 1/2
Prime No. 2 oleo oil .....	5 1/2 @ 6 1/2
Prime No. 3 oleo oil .....	3 1/2 @ 4 1/2
Prime oleo stearine, edible .....	@ 3 1/2

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre .....	@ 3 1/2
Prime packers' tallow .....	2 1/2 @ 3
No. 1 tallow, 10% f.f.a. .....	2 1/2 @ 2 1/2
No. 2 tallow, 40% f.f.a. .....	1 1/2 @ 2
Choice white grease .....	2 1/2 @ 2 1/2
A-White grease .....	2 1/2 @ 2 1/2
B-White grease, max. 5% acid .....	2 1/2 @ 2 1/2
Yellow grease, 10@15% .....	1 1/2 @ 2
Brown grease, 40% f.f.a. .....	1 1/2 @ 1 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt .....	@ 2 1/2
White, deodorized, in bbls., f.o.b. Chgo. .....	@ 6 1/2
Yellow, deodorized .....	@ 6 1/2
Soap stock, 50% f.f.a., f.o.b. .....	@ 3 1/2
Corn oil, in tanks, f.o.b. mills .....	@ 3 1/2
Soya bean oil, f.o.b. mills .....	@ 2 1/2
Coconut oil, seller's tanks, f.o.b. coast .....	@ 3 1/2
Refined in bbls., f.o.b. Chicago .....	@ 3 1/2

# Retail Section

## Building a Business

### Where Old-Timers Insisted There Wasn't Any to Be Had

Do meat consumers buy on price, especially in poorer neighborhoods?

Many meat men insist they do, and that you have to sell on price.

Here is a dealer who built a business in such a neighborhood, and who never cuts prices or shows a price tag.

Ten years ago P. Stasiuk started in the meat business on the fringe of New York City's lower East Side. On April 9 of this year he celebrated his tenth business anniversary in that neighborhood.

From a little old-fashioned store the business has grown to a modern, up-to-date establishment employing nine men in meat manufacturing and retail meat operations, and drawing customers from all sections of the city.

### He Thought It Could Be Done.

These facts seem commonplace enough. But they assume a different complexion when it is known that this success has been made in a neighborhood where old-timers in meat retailing said "there was no business to be had."

But P. Stasiuk thought otherwise. It takes courage to risk one's all against the advice of older and more experienced men. But he had the idea that sound business principles would succeed in a "poor" neighborhood as well as one where people have more money to spend for foodstuffs.

It was his conviction that a clean, modern store is attractive to all classes of people, poor as well as rich, and that housewives with limited purses are just as appreciative of neat, clean surroundings, courteous service and good quality meats as their more fortunate sisters on the avenue.

His first store in this neighborhood was opened a few doors away from his present place at 124 First ave. The first few years were difficult ones. "But," Mr. Stasiuk says, "although things did not look promising and cash was scarce, my faith in the soundness of my ideas never wavered. I had an idea of the manner in which a business should be run, and I stuck it out. I do not need to argue that I was right. You have only to look at my store to agree."

### Studied His Trade.

Mr. Stasiuk is a Ukrainian, born in eastern Galicia. There he worked as a

butcher before coming to America. He knew his people—that most of them who immigrated to this country were peasants who at home had been used to fresh, good foods, and that if quality meats were available to them at reasonable prices they would patronize that store.

Most American butchers, he thought, did not understand the foreign population that had clustered in the neighborhood. A retailer who could see and think as these Europeans, who could gain their confidence, and who offered them the quality of foods that appealed to them at prices they could pay, would do plenty of business.

He was in his first location three years. The first two were a hard struggle, but with the third things began to look up. Then his lease expired, and his landlord refused to renew it. But he was fortunate in being able to purchase a building only three doors away. Here he had the opportunity to arrange the store he had dreamed about. He has been in this location ever since.

The greater portion of the 24-ft. front is given over to a display window in which are shown at all times a tempting variety of fresh and cured meats, sausage and "ready-to-serve" products.

### The Best in Equipment.

The interior is a model of modern store furnishing. The walls are black

and white tile, with chromium-plated trim. The same decorative scheme is followed in the lighting fixtures and showcases. The latter are arranged along one side and across the rear, the other side being reserved for a row of comfortable chairs for waiting customers.

Behind the counters are chromium plated hooks from which are suspended rows of appetizing sausages of many kinds, favorites with the people of the neighborhood, manufactured in the sausage kitchen in the rear. The floor is of brown tile.

Shortly after the new store had been opened for business the man died who owned the building formerly occupied, and Mr. Stasiuk was fortunate in being able to negotiate a favorable lease with the new owners. In casting about for a way to use the space to the best advantage the possibility of a first-class grocery store in the neighborhood was suggested. A little investigation seemed to indicate a venture of this nature would be successful, and it was decided to enter the grocery business by the Royal Scarlet (voluntary chain) route.

Although the two stores are separated, the combination of grocery and market has been successful. Everyone in the neighborhood soon learned this grocery store was conducted by the same management that furnishes them fine quality meats, and they had no



OLD TIMERS SAID THIS STORE COULD NOT SUCCEED.

Located on the fringe of New York's lower East Side, the retail meat market of P. Stasiuk draws customers from all sections of the city. The business has been built on the idea that residents in the "poorer" sections are just as appreciative of clean and attractive surroundings, quality meats and courteous service as those living in the better sections.

The store is on a cash basis and the appeal of low price never is used, no price tags being used either in the show window or display cases. Mr. Stasiuk is seen



hesitancy in giving it their patronage.

### Price Appeal Never Used.

In a neighborhood like this it would appear that the price appeal would be an important merchandising factor, but Mr. Stasiuk never has found it necessary to advertise prices or use price tags on products in the display window of the meat store showcase.

"My customers trust me," he said. "They never ask, 'How much is this?' or 'How much is that?' They decide on the cuts they want and tell the clerk how much to wrap up. They know the price is as reasonable as it can be made. I never have cut prices or sold low quality meats, and I never intend to do so."

### Believes in Advertising.

Advertising has been an important factor in building the business. Last year more money was spent for newspaper space than in any previous year, and the largest volume in the history of the business was sold. Russian, Polish, Hungarian and Ukrainian foreign language newspapers are used principally. This publicity has drawn business to the store from all sections of the city.

From 40 to 50 per cent of the store's business is with Ukrainians, 40 per cent with Poles and the remainder with Russians and other nationalities. Clerks who can speak these languages are employed. No credit is given, and it is preferred that no delivery be asked, although this service is rendered when requested.

### RETAIL CONVENTION PROGRAM.

A most interesting and constructive program has been arranged for the 47th annual convention of the National Association of Retail Meat and Food Dealers, to be held in Toledo, O., May 9, 10, 11 and 12, 1932. Convention headquarters will be in the Commodore Perry Hotel. The convention sessions will be held in the Civic Auditorium.

The first business session will be called to order at 11 a.m. on Monday by Gottlieb Scharfy, chairman of the convention committee. The address of welcome will be made by Mayor Addison Q. Thatcher, following the invocation by national T-Bone chaplain Otto Kleinfeld. President William B. Margerum will respond. The speakers at this session will be governor George White of Ohio and E. A. Cudahy, jr., president of the Cudahy Packing Co. Hon. Frank Mulholland will be the speaker at the second session. The remainder of the afternoon will be given over to a business meeting.

A business meeting will open the third session on Tuesday. This will be followed by an address by Prof. Earl W. Barnhart of the Federal Board for Vocational Education. Among matters that will be discussed by Prof. Barnhart are how to increase sales and cut overhead, retail merchandising problems and the need for training and analysis.

All secretaries and others interested in an educational program for local associations are invited to attend a noon luncheon conference, at which Dr. Barnhart will lead the discussion and at

which time the matter of training programs will be discussed in detail.

All sessions on Wednesday and Thursday, May 11 and 12, will be closed business meetings.

A food show will be held in the Civic Auditorium in connection with the convention. This will be open to members and the public.

At 8:00 p.m. on the evening of May 9, there will be a special program under the auspices of the National Live Stock and Meat Board. Miss Inez Willson, home economics expert, will lecture at this time to the housewives of Toledo, using a new set of lantern slides prepared for this occasion. The "Meat Parade from Farm to Table," held in Chicago last year, will also be shown on the screen.

The T-Bone banquet will be held on Tuesday evening. An entertainment, including a one-act play, music, readings, dancing and vaudeville acts has been planned. The banquet will be held Thursday evening. The address will be made by Dr. Fenton O. Fish of Hillsdale College.

A full entertainment program has been planned for the ladies. On Monday there will be a social tea at the Commodore Perry Hotel, on Tuesday there will be a trip through the Toledo Museum of Art and a sightseeing tour; on Wednesday there will be a shopping tour, a theatre party and a Dutch luncheon. A bridge party is planned for the last day.

### NEWS OF THE RETAILERS.

C. E. Anderson has purchased the meat market owned by William V. Betlach at Amherst, Wis.

Elmer Kerr and Tom Bixler have bought the Stone Meat Market on North Main st., Spencer, Ind.

The meat market of Joe Fields, at Lebanon, Va., has been destroyed by fire.

Sucherman Brothers, Inc. has been incorporated at 4047 W. Jackson blvd., Chicago, Ill., with a capital stock of \$5,000 to deal in meat products. Incorporators are Sarah Wigod, Joseph and Nathan Sucherman.

Economy Meat Market, 118 South Main st., Kendallville, Ind., has been damaged by fire.

William Seitz, of Marshfield, Wis., has opened a meat market in Spencer.

### Retail Meat Prices

Average semi-monthly prices at New York, Chicago and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound, (simple average of quotations received.)

	CHOICE GRADE. (Mostly Credit Stores.)			GOOD GRADE. (Mostly Cash and Carry Stores.)		
	New York. Mar. 31.	Chicago. Mar. 31.	Kan. City. Mar. 31.	New York. Mar. 31.	Chicago. Mar. 31.	Kan. City. Mar. 31.
<b>Beef.</b>						
Porterhouse steak...	58	40	43	45	37	38
Sirloin steak...	48	34	35	40	28	29
Top round steak...	42	...	...	36	...	...
Bottom round...	39	...	...	33	...	...
Round, full cut...	39	38	...	25	27	...
Heel round...	22	19	...	19	19	...
Flank steak...	31	25	28	27	23	26
Top sirloin...	39	14	31	15	12	11
Rump roast, boneless...	36	28	28	29	24	28
Rib roast, 1st 6 ribs...	40	29	26	32	25	28
Blade rib roast...	26	23	...	22	22	...
Cross rib & top chuck...	31	...	...	25	...	...
Arm roast...	22	13	...	19	16 1/4	...
Straight cut chuck...	24	20	18	21	17	15
Corner piece...	22	...	...	17	...	...
Thick plate...	15	12	12	10	10	11
Navel...	12	12	12	10	10	10
Boneless brisket...	38	33	22	25	22	18
Brisket, bone in...	21	13	12 1/2	15	12	11
Ground meat...	31	18	17	23	15	15 1/4
Boneless stew meat...	33	21	18	24	18	15 1/4
<b>Veal.</b>						
Cutlet or steak...	59	39	40	45	34	34
Loin chop...	47	31	37	36	27	23
Rib chop...	46	29	35	30	23	23
Rump roast...	38	25	28	26	22	20
Shoulder chops...	25	21	20	18	17	18
Shoulder roast...	...	19	...	15	...	...
Boneless shoulder...	34	...	...	24	...	...
Breast...	26	14	16	13	11	14
Boneless stew...	35	23	22	27	18	18
Liver...	37	27	57 1/4	73	53	56
<b>Lamb.</b>						
Loin chops...	47	37	43	42	34	35
Rib chops...	42	35	43	31	30	36
Leg...	31	26	26	25	22	22
Shoulder chops...	30	26	22 1/4	26	23	20
Square chuck...	22	...	18	17	...	15
Shoulder roast...	24	...	...	19	...	...
Breast...	10	11	...	10	9	...
Shank and neck...	11	14	14	10	13	10 1/4
<b>Pork.</b>						
Center loin chops...	29	23	21	25	21	21
Rib chops...	29	21	21	26	18	21
End chops...	20	14	17	18	13	18
Fr. hams, whole...	24	15	17	18	15	16
Fr. shoulders, whole...	18	15	13	14	10	12
Fr. picnic, whole...	17	10	...	13	9	...
Boston butts...	15	19	19	13	19	...
Sparribs...	22	11	13	13	9	12
Lard (carton)...	16	9	10	10	7	9
Smoked hams, whole, No. 1...	25	19	18	20	16	18
Smoked hams, whole, No. 2...	28	...	...	18	14	...
Sliced hams...	30	33	...	41	33	...
Bacon strip, whole, No. 1...	32	23	22	25	17	22
Bacon strip, whole, No. 2...	25	...	19	20	17	12 1/4
Sliced bacon, No. 1...	38	29	25	29	25	24
Smoked butts...	32	22	25	24	21	24
Smoked picnic...	16	11	14	13	11	13
Corned bellies or pickle pork...	27	21	16 1/4	18	16	13 1/4
Sausage meat...	34	15	19	24	15	14 1/4
Salt pork...	...	20	...	...	16	...

### BEEF AND LAMB PRICES COMPARED.

Prices of steers and lambs, Chicago, compared with wholesale and retail fresh meat prices, New York, during March, 1932, compared with those of February, 1932, and of March a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Average price live animal <sup>1</sup> per 100 lbs. Chicago.			Average wholesale price of carcass <sup>2</sup> per 100 lbs. New York.			Composite retail price <sup>3</sup> per lb. New York.		
	Mar., 1932.	Feb., 1932.	Mar., 1931.	Mar., 1932.	Feb., 1932.	Mar., 1931.	Mar., 1932.	Feb., 1932.	Mar., 1931.
<b>Steer—</b>									
Choice .....	\$ 8.36	\$ 9.22	\$10.08	\$12.94	\$14.04	\$15.55	\$33.21	\$33.24	\$39.88
Good .....	7.24	7.94	9.55	11.33	11.76	14.20	27.36	27.38	30.04
Medium .....	6.10	8.14	8.12	10.26	9.95	12.69	22.24	21.85	26.63
Weighted Av. <sup>4</sup> .....	7.24	7.77	9.49	11.46	11.88	14.17	27.60	27.48	31.39
<b>Lamb—</b>									
Choice .....	6.96	6.72	9.11	16.58	13.90	19.75	27.06	25.40	37.85
Good .....	6.95	6.25	8.68	15.79	12.96	18.76	22.67	21.25	26.90
Medium .....	6.16	5.56	8.11	14.98	12.06	17.85	20.70	18.34	24.17
Weighted Av. <sup>4</sup> .....	6.63	6.10	8.57	15.68	12.94	18.67	23.32	21.24	28.97

<sup>1</sup>Steers, 1,100-1,300 lbs. choice; 900-1,000 lbs. good and medium. Lambs, 90 lbs. down.

<sup>2</sup>Beef, 550-700 lbs. choice and good, 500 lbs. up, medium. Lambs, 38 lbs. down.

<sup>3</sup>Based on percentage trimmed retail cuts at average retail quotations. Prior to October, 1931, retail prices represented the mean of the range of quotations, but subsequently they represent the average of all quotations reported for a designated grade.

<sup>4</sup>Medium to choice grades, weighted according to estimated New York distribution, 1 e., Beef, choice 24 1/2 per cent, good 51 1/2 per cent and medium 24 per cent. Lamb, choice 28 per cent, good 32 per cent and medium 40 per cent.

# New York Section

## AMONG RETAIL MEAT DEALERS.

At the regular meeting of Ye Olde New York Branch on April 19 prizes were awarded to the successful contestants in the essay contest by senior marketing expert B. F. McCarthy, U. S. Bureau of Agricultural Economics. The first prize was awarded to Max Marx of Brooklyn and the second to Herman Kirschbaum, 180 Ninth ave., and consisted of a butcher block donated by A. B. Schreckinger & Co. and a set of quality tools contributed by A. C. Wicke & Co. The third prize, one dozen porcelain meat platters, donated by C. V. Hill Company, was awarded to William H. O'Connor of Albany, N. Y. Fourth prize, six Long Island ducklings, donated by Hoffman & Mayer, went to Ralph Tabak, of New York. Edward J. Lies of Brooklyn was awarded fifth prize, a case of Stahl-Meyer imported style frankfurters, and the sixth prize, a barrel of Worcester salt, went to Sam Kern of Yonkers, N. Y. Many of the letters stressed the importance of modern equipment and salesmanship,

and they all showed conclusively that the activities of the branches and the State Association were of keen interest to all members.

Nomination and election of officers and appointment of various committees made the meeting of the Ladies' Auxiliary last Thursday very interesting. The large attendance indicated that the members realize the importance of co-operation. The nominating committee, composed of Mrs. F. P. Burck, chairman, Mrs. Gus Lowenthal, Mrs. Chris Roesel, Mrs. Jos. Rossman, Mrs. Oscar Schaefer, Mrs. Jos. Stern and Mrs. William Wolf, evidently had full confidence in the officers serving during the past year, as they recommended re-election of the entire board. In this the members concurred. The officers elected are: President, Mrs. A. Werner, jr.; first vice president, Mrs. William Kramer; second vice president, Mrs. W. H. Wild; recording secretary, Mrs. A. Di Matteo; corresponding secretary, Mrs. Charles Hembdt; financial secre-

tary, Mrs. O. Spandau; treasurer, Miss M. B. Phillips; warden, Mrs. N. Geis; and trustees Mrs. Geo. Anselm, Mrs. C. Fischer, Mrs. H. Fischer, Mrs. F. Hirsch, Mrs. Gus Lowenthal, Mrs. K. Papp and Mrs. Joseph Rossman. Installation will take place at the next meeting. Official hostess will be Mrs. F. P. Burck. The annual luncheon and theatre party will be held early in May. Committees in charge are: Luncheon—Mrs. Oscar Schaefer and Mrs. M. Werner. Theatre—Mrs. Charles Schuck and Mrs. William Ziegler, with president Mrs. A. Werner, jr., ex-officio.

The end season dance of Bronx Branch last Sunday evening in Ebling's Casino was the usual big family party that marks the celebrations of this branch. A fine cabaret of children entertainers was staged, and community singing was enjoyed. All the old time melodies, as well as popular dance numbers, started merry feet and kept them going until long past the wee small hours. Practically all the branches were well represented. Among those noted were state president and Mrs. David Van Gelder; state secretary Edwin W. William; president Ladies' Auxiliary, Mrs. A. Werner, jr.; business manager John Harrison, son and daughter; president Ye Olde New York Branch Lester Kirschbaum, and Arthur Kleeblatt; Mr. and Mrs. Charles Hembdt, and Mr. and Mrs. A. Di Matteo, Washington Heights Branch; Mr. and Mrs. Oscar Schaefer, Ye Olde New York Branch; Mr. and Mrs. M. Smith, South Brooklyn Branch; Mr. and Mrs. Joseph Stern and Mr. and Mrs. Leonard Sussel, Brooklyn Branch.

Applications are now being received from manufacturers of equipment and supplies for exhibit space at the Hotel St. George during the annual convention of the various branches of the New York State Association on June 6, 7 and 8. John Harrison, of 620 75th street, Brooklyn, and F. C. Riester, 5750 Myrtle avenue, Brooklyn, are accepting orders for hotel accommodations from the many members throughout the state who are planning to attend the convention.

Ladies' night at Brooklyn Branch last Thursday evening proved most enjoyable. President Anton Hehn and business manager John Harrison, as well as the other members of the committee, did everything possible for the guests to have a good time. Cards and bunco were played, and prizes were awarded to the winners. Refreshments and dancing followed. Those present are looking forward to another of these affairs.

The ladies' committee for the convention of the State Association, to be held in Brooklyn, June 6, 7 and 8, 1932, met in the home of chairman Mrs. A. Werner, jr., Tuesday afternoon. Definite plans for the entertainment of visiting ladies are well under way. These plans include a wonderful program, with something doing practically every minute. It will be well worth any effort to attend this convention.

Attorney Aaron Kaufmann was a visitor at the meeting of South Brooklyn Branch Tuesday evening. Mr. Kaufmann gave a very interesting talk

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Apr. 21, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>YEARLINGS: (1) (300-550 lbs.):</b>				
Choice	\$11.00@13.00		\$12.50@13.50	
Good	10.50@11.50		11.50@12.50	
<b>STEERS (550-700 lbs.):</b>				
Choice	11.00@13.00		12.50@13.50	\$12.50@14.00
Good	10.50@11.50		11.50@12.50	11.00@12.50
<b>STEERS (700 lbs. up):</b>				
Choice	12.50@14.00	\$12.00@13.00	12.50@13.50	12.50@14.00
Good	10.50@12.00	11.00@12.00	11.50@12.50	11.00@12.50
<b>STEERS (500 lbs. up):</b>				
Medium	9.50@10.50	10.00@11.00	10.00@11.50	10.50@11.00
Common	8.50@ 9.50	9.00@10.00	9.50@10.00	9.00@10.00
<b>COWS:</b>				
Good	8.50@10.00	8.50@ 9.00	9.50@10.00	9.00@10.50
Medium	7.50@ 8.50	7.50@ 8.50	8.00@ 9.50	8.00@ 9.00
Common	6.50@ 7.50	7.00@ 7.50	7.00@ 8.00	7.00@ 8.00
<b>Fresh Veal Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	9.00@10.00	13.00@14.00	11.00@13.00	12.00@13.00
Good	8.00@ 9.00	11.00@13.00	9.00@11.00	11.00@12.00
Medium	7.00@ 8.00	9.00@11.00	8.00@ 9.00	9.00@10.00
Common	6.00@ 7.00	7.00@ 9.00	6.00@ 8.00	8.00@ 9.00
<b>Fresh Lamb and Mutton:</b>				
<b>SPRING LAMB:</b>				
Good-choice			18.00@20.00	
Medium			16.00@18.00	
Common			14.00@16.00	
<b>LAMB (38 lbs. down):</b>				
Choice	16.00@17.00	16.50@17.50	18.50@17.50	16.00@17.00
Good	15.00@16.00	16.00@17.00	17.00@16.50	15.00@16.00
Medium	12.00@15.00	14.50@16.00	14.00@15.00	14.00@15.00
Common	10.00@12.00	12.00@14.50	13.00@14.00	13.00@14.00
<b>LAMB (39-45 lbs.):</b>				
Choice	16.00@17.00	16.50@17.50	16.00@17.00	16.00@17.00
Good	15.00@16.00	16.00@17.00	15.00@16.00	15.00@16.00
Medium	12.00@15.00	14.50@16.00	14.00@15.00	14.00@15.00
Common	10.00@12.00	12.00@14.50	13.00@14.00	13.00@14.00
<b>LAMB (46-55 lbs.):</b>				
Choice	15.00@16.00	15.00@16.50	14.50@15.50	16.00@16.50
Good	14.00@15.00	14.50@16.00	14.00@15.50	15.00@16.00
<b>MUTTON (Ewe, 70 lbs. down):</b>				
Good	7.00@ 9.00	9.00@10.00	9.00@10.00	9.00@10.00
Medium	6.00@ 7.00	7.00@ 9.00	7.00@ 9.00	8.00@ 9.00
Common	4.00@ 6.00	6.00@ 7.00	6.00@ 7.00	7.00@ 8.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	11.00@12.50	13.50@14.00	12.00@14.00	12.50@13.00
10-12 lbs. av.	11.00@12.00	13.50@14.00	11.00@13.50	12.00@13.00
12-15 lbs. av.	10.00@11.00	12.50@13.00	10.50@12.00	12.00@12.50
16-22 lbs. av.	9.50@10.00	10.50@11.50	9.00@11.00	11.00@12.00
<b>SHOULDER, N. Y. Style, Skinned:</b>				
8-12 lbs. av.	6.00@ 7.00		7.00@ 9.00	7.50@ 9.50
<b>PICNICS:</b>				
6-8 lbs. av.		7.50@ 8.00		6.50@ 7.50
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.	7.00@ 8.00		8.00@10.00	8.50@10.00
<b>SPARE RIBS:</b>				
Half sheets	5.00@ 6.00			
<b>TRIMMINGS:</b>				
Regular	4.00@ 4.50			
Lean	6.50@ 7.50			

(1) Includes helper yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.

## Throw Away This Old Style Plate →

Install **HOOK-EYE** PROCESS PLATES. Eliminate sharpening and replacement charges. Standardize with the only plates with a **FIVE YEAR GUARANTEE.**

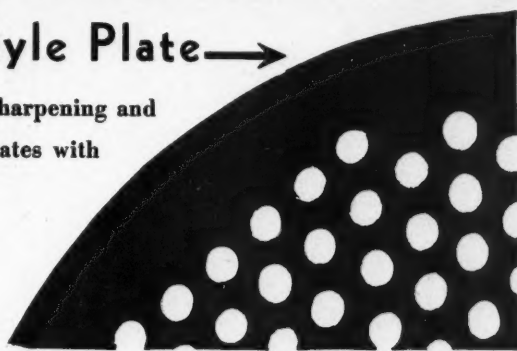
*Send for our trial proposition*

**ATLANTIC SERVICE COMPANY, Inc.**

Firm Established 1901

711 CATON AVENUE

BROOKLYN, N. Y.



on racketeering and its effect on retailing. It was announced that the silver anniversary dinner dance, which will take place April 26 in St. George Hotel, will be in the Italian Gardens instead of the Grand Salon. Refreshments were served at the conclusion of the dinner.

Frank Burck, trustee state association and Mrs. Burck, official hostess Ladies' Auxiliary, are spending the week at Atlantic City, where Mrs. Burck is recuperating from her recent serious illness.

Mrs. Anton Hehn, wife of president Brooklyn Branch, has been at Monticello for the last few weeks. Mrs. Hehn suffered a nervous strain during the winter.

Steve Kittel, recording secretary South Brooklyn Branch and Mrs. Kittel, celebrated their eighteenth wedding anniversary April 19.

Mrs. W. H. Wild of Jamaica, vice president Ladies' Auxiliary, celebrated a birthday April 14.

### NEW YORK MEAT SEIZURES.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended April 16, 1932, were as follows: Meat.—Brooklyn, 141 lbs.; Manhattan, 1,455 lbs.; Queens, 154 lbs.; Richmond, 26 lbs.; total, 1,776 lbs. Fish.—Manhattan, 108 lbs.; Queens, 3 lbs.; Richmond, 2 lbs.; total, 113 lbs. Poultry.—Manhattan, 49 lbs.

### WILLIAM MERKEL PASSES ON.

William Merkel, who with his brother, Henry, founded Merkel, Inc., packers and retail meat dealers, died on April 8 at his home in Jamaica, N. Y., after a long illness. Mr. Merkel was in his 69th year. He was born in a little hamlet near the university town of Heidelberg in Germany, and came to the United States in 1887 at the age of 23. Ten years later he and his brother opened a pork store at Broadway and Lewis ave., Brooklyn.

The business prospered and by 1915 the brothers operated their own packing plant and had a chain of stores operated under the name of Merkel, Inc. The company now operates some 50 retail markets throughout Queens, Brooklyn and the Long Island counties.

Mr. Merkel is survived by his brother Henry, who is president of Merkel, Inc., as well as a director and vice-president of Adolf Gobel, Inc., of which Merkel, Inc., is a subsidiary. A son and two daughters survive. Funeral services were held on Sunday, April 10, with interment in Evergreen cemetery, Jamaica.

### NEW YORK NEWS NOTES.

President Thos. E. Wilson, Wilson & Co., Chicago, visited New York for two days during the past week.

J. A. Hamilton, branch house department, Wilson & Co., Chicago, visited New York for a few days during the past week.

Edward Knauss, Knauss Brothers,

Poughkeepsie, N. Y., was in New York during the past week and called on friends in the trade.

Aaron N. Goldby, New York manager, Hunter Packing Company, spent several days last week at the company's plant in East St. Louis, Ill.

A. T. Budgell, wool department, and H. F. Budgell, former head of that department, Wilson & Co., Boston, spent a few days in New York during the past week.

Ferd L. Newhoffer, formerly with Swift and Company, service sales department, Philadelphia, is now associated with Otto Roeder, broker, at 804 Fallowhill st., Philadelphia.

Otto Stahl, chairman of the board, Stahl-Meyer, Inc., and Mrs. Stahl have returned to New York after having spent several months in the South and the past few weeks at Hot Springs, Va.

## Gereke-Allen Carton Co.

17th & Chouteau Blvd.  
ST. LOUIS, MO.

Our Display Containers and Cartons are made to suit your individual requirements.

And G-A Designs have an exceptional and outstanding sales appeal and attraction.

*Get in touch with us*

## CURING CASKS Tierces—Barrels—Kegs

Manufactured by  
**American Cooperage Co.**  
Successors to Richard Hamilton, Inc.,  
MAUKER, NEW JERSEY  
Quality—Service—Price



## NEW CURING VATS

Dozier Meat Crates  
Packing Box Shooks

**B. C. SHEAHAN CO.**

166 W. Jackson Blvd. Chicago



## FOR FULL LUSCIOUS SEASONING- USE

## DRY ESSENCE OF NATURAL SPICES

U.S. Patent No. 1,781,154 ~ Manufactured by the  
Makers of Peacock Brand Certified Casing Colors

**WM. J. STANGE CO.**

2549 W. Madison St.

Chicago, Ill.



## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	6.40@ 7.25
Cows, common to medium	3.00@ 4.00
Bulls, common to medium	3.00@ 3.50

## LIVE CALVES.

Vealers, good to choice	6.50@ 7.50
Vealers, medium	4.50@ 6.00

## LIVE LAMBS.

Lambs, good to choice	@ 8.40
Lambs, medium	@ 6.50
Lambs, common	5.00@ 5.50

## LIVE HOGS.

Hogs, 200 lb. av.	@ 4.90
-------------------	--------

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	6.75@ 7.00
-----------------------------------	------------

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	.15 @16
Choice, native, light	.15 @16
Native, common to fair	.13 @14

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.15 @16
Native choice yearlings, 440@600 lbs.	.15 @16
Good to choice heifers	.13 @14
Good to choice cows	.11 @12
Common to fair cows	.8 @ 9
Fresh bologna bulls	6 1/4 @ 7 1/4

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @24	24 @25
No. 2 ribs	.19 @21	20 @22
No. 3 ribs	.16 @18	16 @18
No. 1 loins	.28 @32	30 @32
No. 2 loins	.22 @24	22 @24
No. 3 loins	.18 @20	18 @20
No. 1 hinds and ribs	.10 @12	10 @12
No. 2 hinds and ribs	.14 @15	14 @15
No. 3 hinds and ribs	.12 @13	12 @13
No. 1 rounds	.12 @13 1/4	12 1/4 @13 1/4
No. 2 rounds	.11 @12 1/4	11 1/4 @12 1/4
No. 3 rounds	.10 @11 1/4	10 1/4 @11 1/4
No. 1 chuck	.12 @13	12 @13 1/4
No. 2 chuck	.11 @12	11 @12
No. 3 chuck	.9 @10	9 @10
Bolognas	6 1/4 @ 7 1/4	7 1/4 @ 8 1/4
Rolls, reg., 6@8 lbs. avg.	.22 @23	.22 @23
Rolls, reg., 4@6 lbs. avg.	.17 @18	.17 @18
Tenderloins, 4@6 lbs. avg.	.50 @60	.50 @60
Tenderloins, 6@8 lbs. avg.	.50 @60	.50 @60
Shoulder clods	.11 @12	.11 @12

## DRESSED VEAL.

Choice	.16 @18
Good	.14 @16
Medium	.12 @14
Common	.10 @12

## DRESSED SHEEP AND LAMBS.

Lambs, choice	13.50@14.50
Lambs, good	12.50@13.50
Sheep, good	7.50@ 8.00
Sheep, medium	6.00@ 7.50

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	.14 @15
Pork tenderloins, fresh	.30 @35
Pork tenderloins, frozen	.27 @28
Shoulders, city, 10@12 lb. avg.	.14 @15
Shoulders, Western, 10@12 lbs. avg.	.8 @ 9
Butts, boneless, Western	.10 @11
Butts, regular, Western	.9 @10
Hams, Western, fresh, 10@12 lbs. av.	.11 @12
Hams, city, heavy	.22 @24
Picnic hams, Western, fresh, 6@8 lbs.	.20 @22
average	.8 @ 9
Pork trimmings, extra lean	.10 @11
Pork trimmings, regular 50% lean	.8 @ 7
Spareribs, fresh	.7 @ 8

## SMOKED MEATS.

Hams, 8-10 lbs. avg.	.16 @18
Hams, 10@12 lbs. avg.	.15 @17
Hams, 12@14 lbs. avg.	.15 @16
Picnics, 4@6 lbs. avg.	.9 1/4 @10 1/4
Picnics, 6@8 lbs. avg.	.9 1/4 @10 1/4
Boiled, 8@10 lbs. avg.	.13 @14
Beef tongue, light	.22 @24
Beef tongue, heavy	.27 @28
Bacon, boneless, Western	.16 @18 1/4
Bacon, boneless, city	.17 @20
City pickled bellies, 8@10 lbs. avg.	.14 @16

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	14c a pound
Beef hanging tenders	25c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .25 per cwt.
Breast fat	@ .50 per cwt.
Edible suet	@ .01 1/4 per lb.
Cond. suet	@ .75 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/4	12 1/4	14	14 1/2	18	wp
Prime No. 1 veals	.4	.05	.70	.75	.110		
Prime No. 2 veals	.2	.45	.45	.50	.85		
Buttermilk, No. 1	.1	.35	.40	.45			
Buttermilk, No. 2	.1	.20	.25	.30			
Branded gruby	.1	.10	.15	.20	.25		
Number 3	.1	.10	.15	.20	.25		

## BUTTER.

Creamery, extra (92 score)	@19
Creamery, firsts (91 score)	@19
Creamery (88 to 89 score)	.18 1/4 @18 1/4
Creamery, lower grades	.17 @17 1/4

## EGGS.

## (Mixed Colors.)

Special packs, including unusual hennery selections	.15 1/2 @17
Standards—45 lbs. net	.14 1/2 @15
Rehanded receipts—45 lbs. net	.13 1/2 @14
Checks	.11 @11 1/4

## LIVE POULTRY.

Fowls, colored, av. lb., via express	.18 @21
Broilers, Leghorns, 1 1/2 lbs. and under, via express	.15 @19

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	.17 @19
Western, 48 to 54 lbs. to dozen, lb.	.18 @20
Western, 43 to 47 lbs. to dozen, lb.	.18 @20
Western, 36 to 42 lbs. to dozen, lb.	.17 @19
Western, 30 to 35 lbs. to dozen, lb.	.16 @18
Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. to dozen, lb.	.20 @21
Western, 48 to 54 lbs. to dozen, lb.	.21 @22
Western, 43 to 47 lbs. to dozen, lb.	.21 @22
Western, 36 to 42 lbs. to dozen, lb.	.20 @21
Western, 30 to 35 lbs. to dozen, lb.	.19 @20

Ducks, frozen—	
Long Island, No. 1	@16
Squabs—	
White, ungraded, per lb.	.30 @35
Turkeys, fresh—dry pkd.:	
Young toms, average best	.20 @22
Young hens, average best	.21 @23
Fowls, frozen—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs., per lb.	@20
Western, 48 to 54 lbs., per lb.	@21
Western, 43 to 47 lbs., per lb.	@20

## BUTTER AT FOUR MARKETS.

	Apr. 8	9	11	12	13	14
Chicago	.18 1/4	.18 1/4	.18 1/4	.18 1/4	.18 1/4	.18 1/4
New York	.20	.19 1/4	.19 1/4	.19 1/4	.19 1/4	.19
Boston	.20 1/4	.20 1/4	.20	.20	.19 1/4	.19 1/4
Phila.	.21	.20 1/4	.20 1/4	.20 1/4	.20 1/4	.19 1/4

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	18 1/4	18 1/4	18 1/4	18 1/4	18 1/4	18 1/4
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	—Since Jan. 1—	1932.	1931.	
Chicago	37,885	34,725	39,241	817,037	838,125	
N. Y.	63,064	61,513	63,303	1,132,579	1,060,279	
Boston	18,506	17,770	15,085	302,674	295,828	
Phila.	21,426	21,948	21,144	363,077	359,157	
Total	140,901	135,961	139,365	2,615,367	2,543,389	

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Apr. 14.	Apr. 14.	Apr. 15.	last year.
Chicago	47,043	21,208	1,008,400	1,583,245
New York	37,880	39,732	1,498,983	3,009,428
Boston	13,558	4,831	333,641	523,109
Phila.	19,680	3,540	993,639	1,263,326
Total	118,941	69,409	3,345,600	6,409,108

## FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic ports	25.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	1.50
Blood dried, 15-16% per unit	Nominal
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.65 @ 1 1/2
Fish guano, foreign, 18@14% ammonia, 10% B. P. L.	2.00 @ 50c
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. Del'd Balt. & Norfolk	1.77 @ 1 1/2
Soda Nitrate in bags, 100 lbs. spot	1.50 @ 1 1/2
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	.90c to \$1.00 @ 1 1/2
Tankage, unground, 9@10% ammonia	

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@15.00
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	@13.75
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 18% flat	@ 8.00
Potash	
Manure salt, 20% bulk, per ton	@12.00
Kalmut, 14% bulk, per ton	@ 9.75
Muriate in bags, basis 90%, per ton	@17.15
Sulphate in bags, basis 90%, per ton	@42.50

## Beef.

Cracklings, 50% unground	@ 2 1/2
Cracklings, 60% unground	@ 2 1/2

## BONES, HOOF AND HORNS.

Round shin bones, avg. 43 to 50 lbs., per 100 pieces	75.00 @ 80.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	45.00 @ 50.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	45.00 @ 50.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	75.00 @ 80.00
Horns, according to grade	75.00 @ 80.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended April 16, 1932, with comparisons:

	Week ended Apr. 16.	Prev. week.	On week, 1931.
West. drsd. meats:			
Steers, carcasses	8,704	5,478	10,125
Cows, carcasses	921	757	1,500
Bulls, carcasses	272	286	1,100
Veals, carcasses	13,017	12,844	14,200
Lambs, carcasses	24,747	22,223	28,300
Mutton, carcasses	2,700	1,894	4,300
Beef cuts, lbs.	253,773	379,620	360,000
Pork cuts, lbs.	2,035,918	2,120,758	1,954,200
Local slaughter:			
Cattle	9,360	8,575	9,400
Calves	14,463	13,250	15,700
Hogs	20,190	40,356	40,000
Sheep	78,340	79,358	80,000

## MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended April 16, 1932:

Point of origin.	Commodity.	Amount.
Argentina	Canned corned beef	95,440 lbs.
Canada	Bacon	7,545 lbs.
Canada	Calf livers	3,879 lbs.
Canada	Pork cuts	5,913 lbs.
Canada	Sausage	200 lbs.
Canada	Smoked ham	170 lbs.
Canada	Sweet pickled ham	33,000 lbs.
England	Meat extract	70 lbs.
England	Sausage	30,225 lbs.
Germany	Ham	3,000 lbs.
Germany	Sausage	3,000 lbs.
Italy	Sausage	4,011 lbs.

Emil Kohn, Inc.  
Calfskins

Specialists in skins of quality—consignment. Results talk! Information gladly furnished.

Office and Warehouse  
407 East 31st St.  
NEW YORK, N. Y.  
Caledonia 0113-0114

1932

21.00

1.50

10c

50c

1.50

10c

10 & 10c

15.00

0.75

8.50

2.25

0.75

7.15

2.25

20c

20c

TS.

0 55.00

0 60.00

0 50.00

0 55.00

0 70.00

0 200.00

ES.

monthly

al in-

ended

Our

work

1500

10.10

1.00

10.10

14.00

20.00

4.00

240.00

1,050.00

0.00

10.00

0.00

0.00

ORE

York

2:

normal

400 lbs.

500 lbs.

870 lbs.

970 lbs.

230 lbs.

170 lbs.

900 lbs.

700 lbs.

70 lbs.

220 lbs.

600 lbs.

1,011 lbs.

nc

AS

7

100